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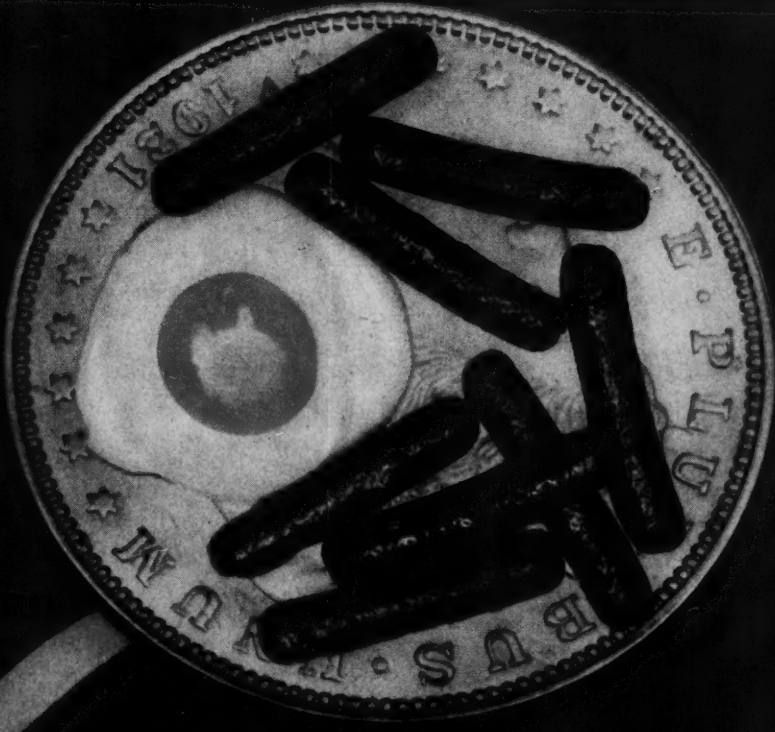
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LEADING PUBLICATION IN THE MEAT PACKING AND ALLIED INDUSTRIES SINCE 1891



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CARDOX TECHNOLOGY IN THE MEAT INDUSTRY

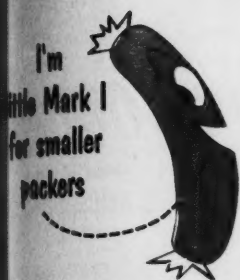
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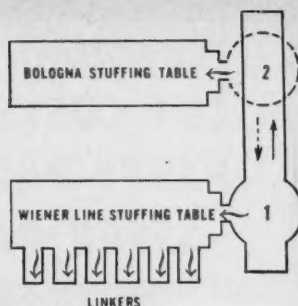




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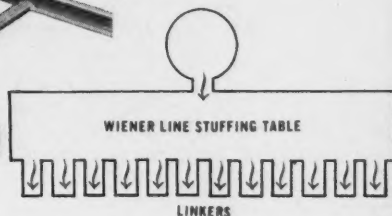
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THE NATIONAL
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THE NATIONAL PROVISIONER, NOVEMBER 25, 1961

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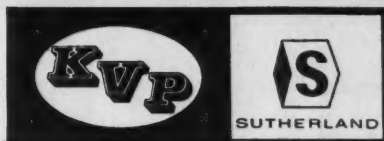
and special holiday designs give you quick access to these extra sales. Unique designs are enhanced by vivid colors printed on a shimmering white background.

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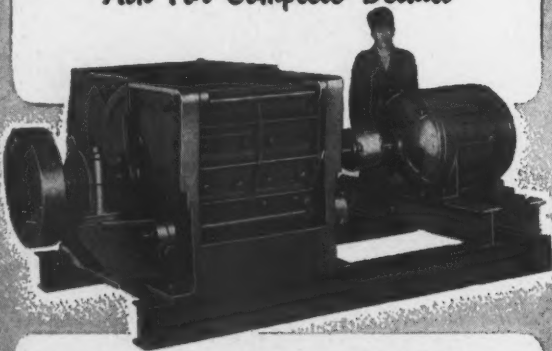
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OLDEST AND LARGEST MANUFACTURER OF HAMMER MILLS IN THE WORLD

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THE NATIONAL PROVISIONER, NOVEMBER 25, 1961

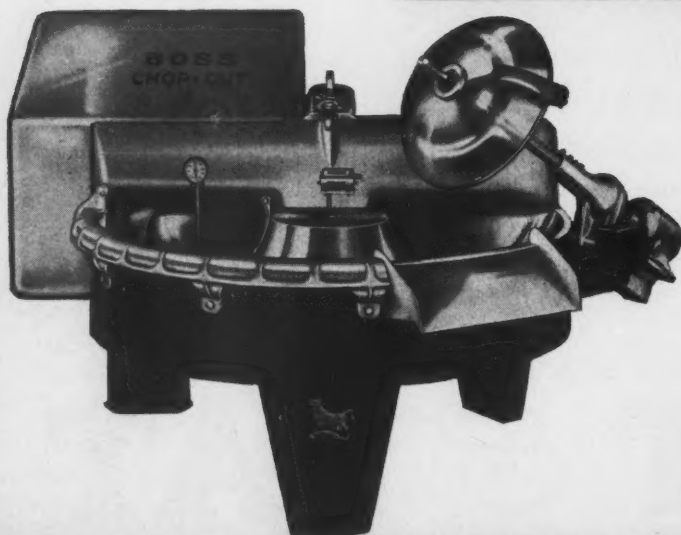
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thru new operating efficiency and expanded capacity in relation to bowl size, power consumption and time cycle. It produces the juicier, more flavorful sausage preferred by today's critical consumer. See the BOSS J CHOP•CUT in operation. Write to us for list of satisfied users in your own area. Cold facts will convince you that you can't buy better than BOSS!

—the sausage meat chopper of patented "Knife-Safe" design!

Patented design holds knife securely on shaft at any speed. Grind the nub when you sharpen knife and maintain accurate knife-bowl clearance.



1. Fresh whole chunk or sliced frozen meat reduced to finest emulsion.
2. No need to grind meat before chopping.
3. Heavier construction adds stamina for longer service.
4. Higher speeds increase capacity, profit potential.
5. Bowl revolution counter increases product uniformity.
6. Extremely low temperature rise imparted for better emulsions.
7. Stainless steel knives require honing but little sharpening.
8. Patented design prevents "throwing" of knives.
9. Integral nub maintains accurate knife-bowl clearance.
10. Size 56 provides 8 knives, 350 pound capacity—50 H.P. motor.
11. Size 70 provides 12 knives, 700 pound capacity — 100 H.P. motor.
12. BOSS unloader empties bowl in 30 seconds.
13. Prompt shipment.
14. Chop-Cut machines of earlier manufacture may be converted.

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making
money
for you



Longer shelf life of skinless Heat & Eat pork sausage helps your profit picture several ways. When you make skinless Heat & Eat pork sausage in VISKING'S PRECISION NOJAX casings the sausage never comes back, the customers constantly do. Retailer satisfaction with longer life means heavier promotion in the store. Finally, you deliver much larger orders to your retailers.

Adds profit without adding a man or machine

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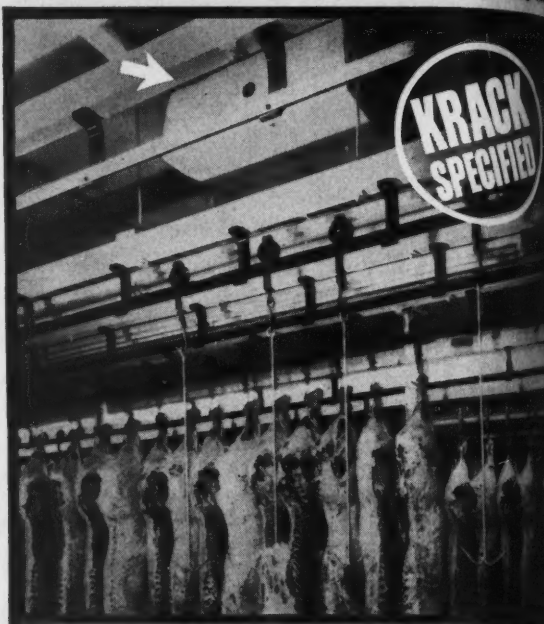
"We demanded
the best...
and got it!"

... according to Mr. Glenn Harbo,
partner, Harbour Meat Co.

21 Krack Standard Refrigeration Units hold temperatures from -15° to $+52^{\circ}$

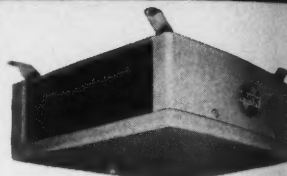
This is a typical report on Krack refrigeration equipment performance—Krack equipment in action proves it delivers ratings as stated.

Wholesaler: Pacific Metals, Ltd. Contractor, Frank Samuels Distributing Co.



Dressed beef being conveyed from slaughter room to chill room.

At right, one of nine KRACK F1700ST ceiling units hold room at constant temperature, humidity level.



REPORT from HARBOUR MEAT CO., Tucson, Arizona

Interviewer: Why was Krack equipment chosen?

Mr. Harbour: Our plant was designed and built from the ground up so we could control meat quality through proper processing, cutting and aging.

Since refrigeration can mean the difference between good and bad meat we had to have units that would give top performance and dependability at reasonable cost. Krack standard production units filled our specifications to the letter.

Interviewer: How is Krack equipment used in your freezing and cooling operation?

Mr. Harbour: Meat is refrigerated in chill room, then moved to the processing room which is also chilled. Some meat goes to the aging room and freezing room. Other cuts are stored in the quick freeze room.

Interviewer: What specific Krack equipment is used?

Mr. Harbour: 2 heavy duty Water Defrost unit coolers in the freezing room, 9 high efficiency unit coolers in the aging room, 6 chill room unit coolers, 1 5-ton and 1 40-ton evaporative condenser, and 2 meat cutting room units.

Interviewer: Is Krack equipment used exclusively?

Mr. Harbour: Yes.

Interviewer: Have Krack units lived up to the performance ratings?

Mr. Harbour: Our plant has been in operation over year now and our Krack equipment works perfectly.

Interviewer: What are the temperature requirements?

Mr. Harbour: Chill room, 36° ; aging room, 38° ; cutting room, 52° ; quick freezer, -15° ; holding freezer, -10° . All are thermostatically controlled.

Send coupon or phone today . . . see how KRACK equipment can give you refrigeration dependability at low production unit cost.



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November 25, 1961

VOLUME 145, NO. 22

Protect Your Property

Every packer and sausage manufacturer probably has five or 10 or 50 of his own kicking around the shop.

He probably employs in conversation and correspondence, reads or otherwise comes in contact each day with dozens of the similar properties of other companies.

Not only is it advantageous for the meat processor to guard his own intangible possessions of this type, but he has an obligation to protect the property of others.

What are we talking about? Trademarks. "The trademark," according to the United States Trademark Association, "is a word or other symbol used to identify a particular company's goods and to distinguish them from the goods of others." Protection of trademarks in the United States by the common law, the Lanham Act and 50 state registration and criminal counterfeiting laws is, according to Felix Frankfurter, associate justice of the United States Supreme Court, in "recognition of the psychological function of symbols."

The property right of a trademark may be of great value, but may easily be destroyed, and should be protected with great care.

The Trademark Association points out that to maintain his exclusive right to the mark, the owner must exercise due diligence and police the mark against misuse, whether in the press, radio or television or by a dealer or distributor. Courts take cognizance of the way a mark is used by its owner as well as the manner in which it is reproduced in print by others. These issues are relevant in any judicial determination of whether or not a trademark has become generic. Proper use contributes to the maintenance of the mark. Improper use can lead to loss of the mark. Some former trademarks that have been lost and declared generic in the United States include: cellophane, escalator, aspirin, linoleum, mimeograph, shredded wheat and kildicar.

Packers and sausage manufacturers should not let any of their own trademarks join this group.

News and Views

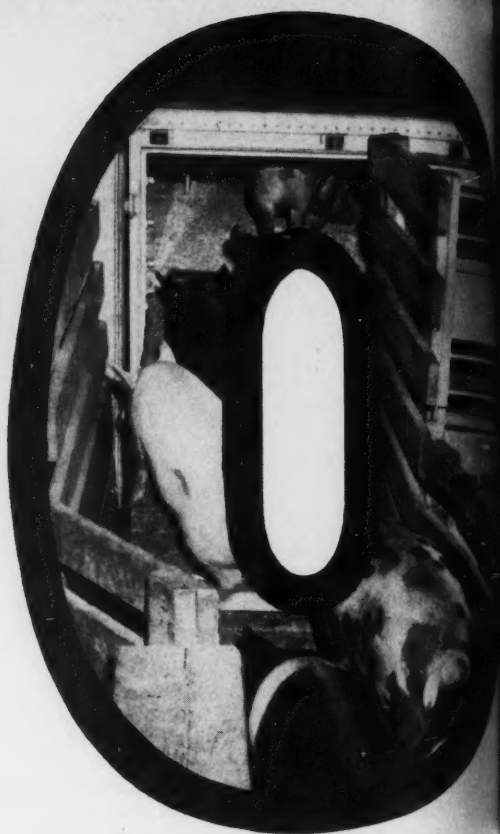
Whether "Whim" impelled Secretary of Agriculture Orville L. Freeman to bar added moisture in smoked ham, effective November 17, or whether his action was a proper exercise of administrative discretion may not be decided for several months by the U. S. District Court in Washington, D. C., but Armour and Company and at least 17 other packers hope to convince the U. S. Court of Appeals in Washington next month that the industry is entitled to relief until the ultimate issue is determined. Although the three-judge Court of Appeals declined last week to stay the Secretary's order reinstating the old ham moisture regulations, it agreed to conduct a full-scale hearing during the week of December 11 on Armour's appeal for a preliminary injunction pending the District Court hearing on the merits of the action. The 17 packers have asked the higher court for leave to file a consolidated brief as friends of the court to show "the tremendous harm which will be done to the meat packing industry and each individual packer if Armour's request for a preliminary injunction is denied."

The 17 packers, who claim that their combined sales along with those of Armour constitute more than 50 per cent of the industry's aggregate sales, say that they "are opposed and always have been opposed to the amendment of the regulations." Among arguments advanced by government attorneys last week in opposition to Armour's plea for relief were that Armour has only a "narrow pecuniary interest" and that any

[Continued on page 26]

Charges By Jim Camp, former executive director of the Texas Independent Meat Packers Association, that he was illegally barred from a general membership meeting of the association on November 18 in Dallas were denied this week by Paul Crouch of Panhandle Packing Co., Pampa, president of the association. The group voted at the meeting to change its name to Texas & Southwestern Meat Packers Association and to permit packers from other states to join the association if they so desire. In a letter to association members and others, Camp said he was not permitted to attend the meeting nor to vote proxies that he held nor to read a prepared statement giving his side of why Tex-IMPAs dispensed with his services and attacking the legality of the dismissal. Crouch told the NP that Camp was permitted to vote the four proxies he held, favoring the name change, but was kept out of the meeting because the board of directors "didn't want any speech and voted to stick to the agenda." In his prepared statement, Camp charged that "pressure" from the National Independent Meat Packers Association and the American Meat Institute resulted in a "rigged" and "illegal" Tex-IMPAs election last August, designed in part to "muzzle" his newsletter. At a board meeting on October 7, Tex-IMPAs directors voted 13 to 1 to discontinue Camp's services, Crouch told the NP. "He has printed a lot of things that are not facts," Crouch commented. "We have no fight with NIMPA or the other associations. We're all in this meat business together."

More Coordinated union policy in meat packing and elsewhere in the food and beverage industries is the goal of a new department of the AFL-CIO to be established under the name of Food and Beverage Trades Organization at a founding convention on December 2 in Miami. The new department will include the Amalgamated Meat Cutters and Butcher Workmen of North America and the United Packinghouse, Food and Allied Workers of America, both now in the broad AFL-CIO industrial union department, along with retail clerks and bakery, distillery and other wholesale workers. The organizational meeting will precede the AFL-CIO national convention opening in Miami on December 7.



Industry is Moving Ahead Productionwise, But

PRIDE and puzzlement were keynote attitudes of speakers and participants at the fourth National Swine Industry Conference, held at the Statler Hilton Hotel in St. Louis on November 9 and 10.

The pride arose out of general recognition that substantial progress has been made rapidly in improving the meatiness of hogs, and some advance has been achieved in marketing the live animals. In token of the industry's accomplishments, and the breadth of its objectives, the sponsors have decided to change the name of the annual meeting to the National Pork Industry Conference.

Puzzlement was engendered by inability to define exactly what consumers want in pork (and hogs) and the apparent failure of consumers to respond, in the form of increased consumption and heightened demand, to improvement already made in pork through breeding, feeding and trimming.

The conference was attended by about 400 hog producers, educators and research workers, packers, representatives of marketing agencies, government officials, retailers, veterinarians and others from 31 states and three foreign countries. Paul Zillman, director of the department of livestock of the American Meat Institute, was chosen by the 29 sponsoring organizations as chairman for the 1962 meeting, which will be held at a place as yet unchosen, and Neal Black, managing editor of the *National Hog Farmer*, was named secretary of the group for 1961-62.

Bernard Ebbing, The Rath Packing Co., Waterloo, Ia., was honored at the 1961 conference as "Outstanding Hog Specialist." L. L. Stewart, purebred breeder of

Frankfort, Ind., was named "Outstanding Hog Producer."

Before they dispersed into workshop sessions on improving the demand for pork, breeding and reproduction, artificial insemination, educational needs, hog cholera eradication, live hog marketing, brucellosis, feeder pig production, disease prevention and equipment and manure handling, the conferees were briefed on some of the pork industry's achievements, problems, objectives and opportunities by five speakers.

PROGRESS: Declaring that the hog of the future—weighing less than 200 lbs., carrying less than 1 in. of backfat and yielding above 45 per cent of live weight in lean cuts—can be produced in significant numbers sooner than the 20 to 30 years he had estimated earlier, Dr. J. C. Hillier of Oklahoma State University said:



J. C. HILLIER

"It is my impression that foundation breeders are well on their way to this meatier pig. I believe that the good foundation herds of this country are now retaining animals in their breeding herds that will yield a good 4 or 5 per cent more in lean cuts than was found in such animals in the 1954-55 period. I also believe that on markets where an effort has been made to buy hogs on their merit, present-day runs of hogs will yield at least 2 per cent more of their live weight in lean cuts than would have been obtained five or six years ago."

Hillier cited the record on the first eight sire groups in the Oklahoma swine evaluation station as an indica-



e, But Must Define Consumer Wants and Spur Demand

production of the position of some of the purebred herds. Six weanling pigs by one sire and out of a minimum of three dams were self-fed in confinement to 200 lbs., with all of them averaging 202.7 lbs. at the time of slaughter at 161.5 days of age.

Their average carcass measurements: Length, 29.6 in.; backfat, 1.37 in., and loin area, 4.43 sq. in. The group averaged 42.5 per cent of live weight in four lean cuts, several individuals yielded 45 per cent or more and the most outstanding individual yielded 47.1 per cent in lean cuts.

He emphasized that meat certification, on-the-farm testing and central evaluation stations are compatible programs to identify desirable strains within the breeds, establish a standard against which all hogs are evaluated and make it possible for a breeder to apply selection pressure on the traits he considers most important.

"The University of Kentucky Hampshire herd is an example of the improvement that can be made in a short period of years. From 1951 to 1960, their herd averages on the various traits were changed as follows: Length, 28.8 to 29.4 in.; backfat from 1.77 to 1.35 in.; lean cuts as a percentage of the carcass, 52.6 to 57.8, and percentage of No. 1 carcasses, from 55.3 to 98.5 per cent."

Other distinct marks of progress Hillier listed:

Iowa testing stations: From 1956 to 1961, average backfat on barrows dropped from 1.62 to 1.53 in. and on boars from 1.39 to 1.10 in.; loin eye on barrows increased from 3.36 to 4.14 sq. in., and ham and loin as a percentage of carcass weight increased from 32.8 to 36.9 per cent.

Illinois stations: Average backfat was reduced from

1.33 to 1.16 in. from 1956 to 1959, and feed efficiency improved by about 0.3 lb. per pound of gain.

HARD ROAD: "Substantial improvement in the market for pork, which would mean a shift in the demand curve to the right, appears to me to be difficult," the conference was told by Clifton B. Cox, economist of Armour and Company.

Noting that there is some possibility of further declines in the market for pork, Cox suggested several attitudes and policies which might be helpful:

"Recognize that pork is a name that represents a heterogeneous group of products. These products require different types of marketing and possibly have different images with consumers. There is a real possibility that the image in the consumer's mind for pork is an undesirable product, whereas the image in the mind of the consumer for ham and bacon is favorable and items made from pork—luncheon meats and sausage—have a favorable image. With the exception of a few merchandising areas such as whole hog sausage, the possibility of



C. B. COX

following one program to increase the demand for all pork appears to be remote.

"Recognize that part of the hog is a raw material source for a totally different consumer item. The hog producer must recognize that his ability to be a supplier for this sausage market rests entirely in his ability to compete favorably costwise. With today's use of

computers and the knowledge of technical people in preparing sausage, the ability to use substitute raw materials is great. Therefore, pork must be competitive to be able to sell in this increasing sausage market.

"Recognize the need for merchandising branded items and named items such as bacon and ham differently from the fresh meat items. The retailers' desire to have something different and the processors' desire to have some consumer franchise lend themselves to promotion. Without question, there will be some competitive advertising, but might it not be more profitable to have competitive advertising on hams and bacon than to have no advertising to compete with other highly advertised products?"

"Encourage the development and adoption of cost reducing techniques in the production area, particularly so that pork will be able to compete as a raw material source and not be priced out of the market as a consumer item.

"Orient production, marketing, and processing, and retailing toward consumer desires rather than producer and processor wishes. Because of the desire of market agencies and processors to cater to the wishes of producers, these segments have not been as sensitive to the consumer desires as might have been for best results. Consumers have demanded certain types of pork. Processors and market agencies have continued to resist relating this demand to the producers in a language that is understood by the producers. Too often, either through ignorance or lack of interest, we have been averaging these demands from the originating consumer back to the producer rather than separating them out and indicating the specific consumer desires. In addition to the area of meat-type pork, comes the weight, the proportion of the carcass in the various cuts, as well as the desired convenience by consumers.

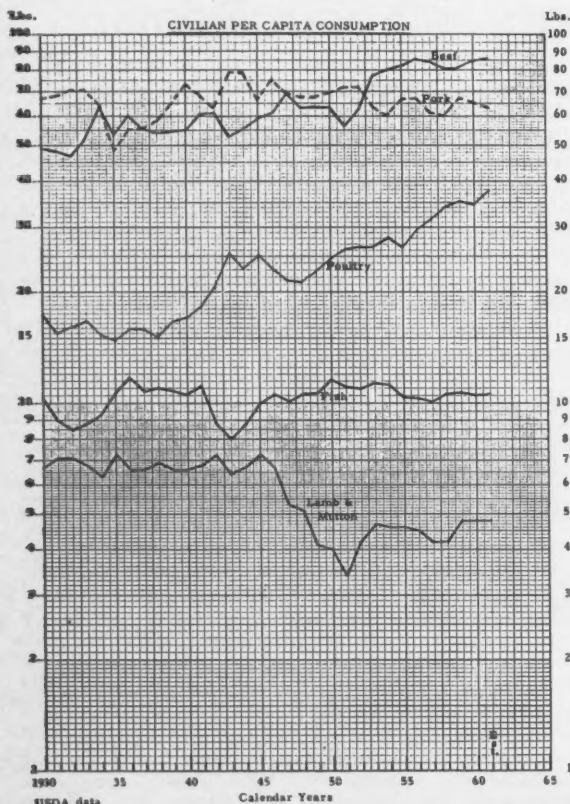


FIGURE 1: Per capita consumption of protein foods.

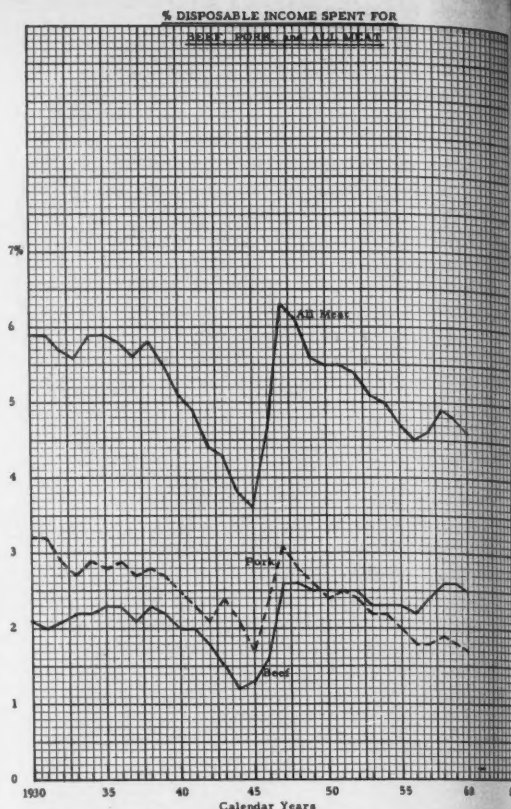


FIGURE 2: Percentage of income spent for meats.

"Institute a program to correct the evils of fluctuating the supplies out of line with demand. This will take courage to give up short-run gains for long-time profits. This will take an industry that looks forward rather than merely trying to stay afloat today."

Cox said that historically, pork has enjoyed a preferred position in the American consumption of meats. With few exceptions, until during the 1950's, the civilian per capita consumption of pork was greater than for any other single class of meat (Figure 1). Consumption has fluctuated with the pork production cycles, but the level of consumption remained approximately the same for the last several decades. In contrast to this, during the 1950's beef replaced pork and is now in a preferred position in the American consumption of meats.

Commenting that the share of disposable income spent for pork (Figure 2) has been decreasing, and that while pork received about 3 per cent of the income in the 1930's, today it gets less than 2 per cent, Cox made the following points:

1. The form of meat consumed has shifted somewhat in recent years. There has been a definite trend toward increased consumption of sausage products. In addition, the trend toward spending more for meals and beverages has lifted the level of such expenditures from about \$2,500,000,000 in the 1930's to around \$17,000,000,000 in 1960.

2. It appears that broiler production has increased primarily because of the reduction in price rather than any basic change in the demand for broilers. The average price received by farmers has continued to decline with increases in production.

3. While pork production has fluctuated with the cycles, there has been no definite trend toward increase or decrease. When the quantities of pork that can be moved at various prices are examined, consid-

erable variation is found indicating that price is affected by factors other than just the quantity of pork on the market (Figure 3). These would include production of competing meat as well as consumer income.

"What basic evidence do we have that the quality of pork has changed in the mind of the consumer or actual hogs marketed?" asked Cox. "When we examine certain factors, we find that little change has taken place. Average live weights of barrows and gilts at eight markets have shown a slight tendency to decrease during the past 10 years, but only very slight. Average lard yield per cwt. alive and average lard yield per animal have decreased, but only slightly during the past 10

growing hogs has not increased or some farmers have not accurately followed this profit because production has not increased along with the population and with other meats such as beef and poultry."

PRIDE: One of the industry's pressing needs today is pride, Bernard Ebbing of The Rath Packing Co. told conference participants as he proposed a program:

1. To build a common bond and spirit, all should accept "Pork Industry" as a new name for the swine business.

2. As a stimulating force, greater recognition should be given to industry achievements and problems.

3. To generate genuine enthusiasm, a better selling job should be done all the way from the producer through the rest of the industry to improve pork's position with the consumers of the United States.

"I believe producers should have pride that they are associated with this great industry instead of saying: 'I'm just a hog farmer,'" Ebbing went on to say.

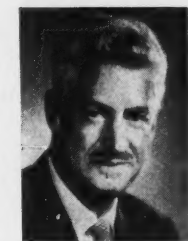
Ebbing asserted: "We're doing a much better job of recognition in the market place . . . It's the responsibility of every market factor—central, auction, country dealer or packer buyer—to recognize not only the meaty pig but this short, fat fellow . . . and it's everyone's responsibility to try to reflect the economic value difference on the good ones as well as the wrong kind."

On the point of salesmanship, the speaker urged neat farmsteads for purebred breeders; cleaner pens and better painted equipment at the fairs, and cleaner dress for the exhibitors in the showing.

Citing certification and testing stations as the envy of the livestock industry, better equipment and facilities, "the best pork products ever offered and the best communications in the industry we've ever had," Ebbing declared: "We're on the move."

FAT-PROTEIN CHALLENGE: Pointing out that nutrition investigation in the future probably will be aimed at finding out *how much* of each nutrient is best,

Dr. Herrell DeGraff of Cornell University said that protein may face a challenge from nutritionists who already are questioning the impact on health and longevity of high-level ingestion, on a long-time basis, of this meat constituent, as well as potassium, sodium, calcium and major vitamins.



H. DEGRAFF

DeGraff said one characteristic of our agriculture and food market is the abundance produced and the wide choice of products available to consumers. Noting that there is literally nothing that the customer has to buy because of the lack of an alternative, he continued:

"Consequently, what she does buy are those products for which she holds a favorable image—of nutritive values, eating satisfaction, convenience, and price. Her aggregate image of any one product, pork for example, relative to these characteristics may be quite complete and accurate, or it may not. The consumer image of any food product is fundamentally important in the kind of food market with which we now live. And I am concerned that the over-all image of the livestock product foods—the animal proteins—is being subjected to a challenge that must not be treated lightly.

Fat is already under fire, said DeGraff, because of an



B. EBBING

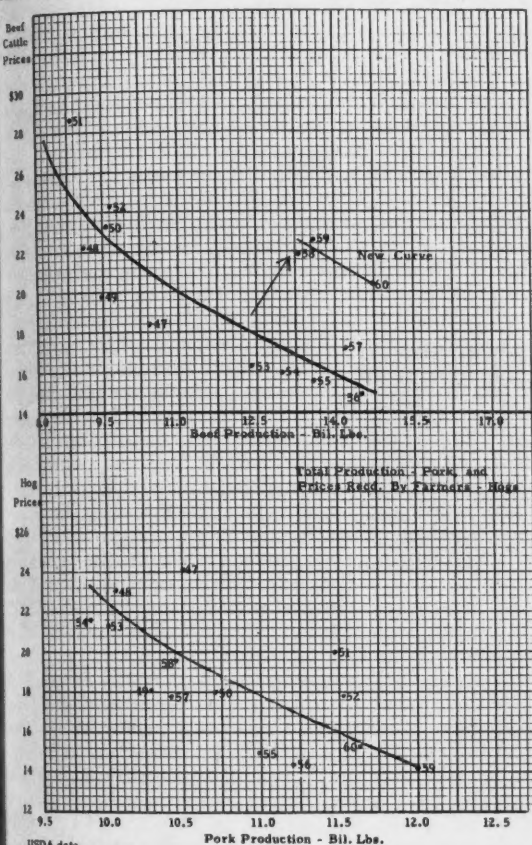


FIGURE 3: Production and prices, beef and pork.

years. Average dressing yield and average dressed weight of hogs slaughtered under federal inspection have tended to increase slightly during this decade. Sows as a percentage of total inspected slaughter, however, have decreased. Therefore, some of the decrease in lard yields may be accounted for by a smaller percentage of sows. The hog-corn ratio has tended to increase slightly during the past decade.

"We do not have reliable estimates of the real changes in hogs that have taken place such as the percentage of the animal in the more desirable cuts and the lean-fat ratio of these cuts.

"When we examine the limited data available on the cost of production and processing, we find little encouragement that there have been major break-throughs in such areas as feed conversion or low cost methods of processing. In fact, the information that I have examined would indicate that the conversion feed ratio for hogs may have increased slightly rather than decreased during the past years. Also, when we look at production it would appear that the profitability of

imputed relationship to heart disease, and then asked:

"What would happen to the market for meat if the view should become general that the saturated meat fats are, in fact, adverse to health?"

DeGraff described a study of the fat question that is being developed in cooperation with the National Heart Institute and the National Institutes of Health that is intended to enroll as many as 50,000 persons. He said:

"This large group of subjects will be divided into three sub-groups, one of which will go on a diet with reduced fat intake, another on a diet in which much of the saturated fat is replaced with unsaturated vegetable oils, and the third will be a control group. The sponsors of this study already have gone to the food industries (including packers) with requests of special formulations of foods to serve this study.

"Another study is in process in Veterans Administration hospitals where patients are on low-fat and changed-fat diets. The meats used in these diets are veal and chicken, basically because of low fat content.

"Consumer demand for meat which today is high, and which must remain high for the welfare of our livestock industries, can possibly receive a serious setback in the period ahead. Consumer demand is changeable and perishable. Effective consumer demand is based not alone on ability to purchase, but at least as much on the consumer's desire to purchase.

"If ever the livestock industries needed their own agencies for nutrition research and information, they will need them in these coming months and years, when such basically important nutrition questions are being studied by others. We obviously must be sure that all bases are covered, that all meaningful parts of these fundamental questions are answered, and that partial and preliminary research results that might be adverse to the livestock industries are not prematurely presented to the public as 'truth'."

OFF DEAD CENTER: No project other than the national eradication of hog cholera holds better possibilities for improving the efficiency of the swine and pork industry and thereby improving its economic position, according to Dr. F. J. Mulhern of the Agricultural Research Service, U. S. Department of Agriculture.

Commenting that the question, "Why haven't you eradicated hog cholera?" is the one most often asked by foreign disease control officials, Dr. Mulhern said that it has been estimated that the cost of "living" with hog cholera for 20 years—\$1,000,000,000—is about equal to the total value of hogs on farms.

Pointing out that the U. S. population may increase by 30,000,000 persons in the next 10 years, and that similar growth may occur in the rest of the world, the USDA scientist asserted:

"If we are able to eliminate losses due to hog cholera, the swine industry will be in much better position to meet the challenge of producing more than its share of our meat supply. At the same time, our pork would be acceptable to foreign countries, enabling us to expand our markets and thus helping to solve the international problem of producing enough food for the peoples of the world."

Eleven countries have embargoes against U. S. pork (unless certified), according to Dr. Mulhern, but the Department of Agriculture hopes to be able to make the required certification on export pork within 12 months.

Not only is enough known about the disease and its

prevention to effect eradication, but also machinery is being created to do the job since passage of the law which directed the Secretary of Agriculture to start an eradication program, prohibit or restrict interstate movement of virulent virus and establish a hog cholera advisory committee. Several of the states have established eradication committees. Dr. Mulhern said:

"As a result, some states, especially in the Southeast, undoubtedly will initiate a program shortly after the first of the year. Other states may require the balance of this fiscal year to inform all persons involved relative to the disease and the need for such a program. So, from the long-range point of view we see a few states after the first of the year initiating hog cholera eradication programs with a general acceleration in many states by next summer."

WORKSHOPS: Following the general talks the conferees assembled in 10 workshops. Some of the highlights of these sessions which are of the greatest interest to the meat industry are summarized below.

MARKETING: "Substantial progress has been made in the production and marketing of hogs, but, with the impatience typical of Americans, we seek more, faster," participants in the marketing workshop were told by W. C. Haase of Swift & Company. In reviewing the facts substantiating his claim of progress he said:



W. C. HAASE

"Cutting data are available for the 36 entries in the carcass competition at the 1950 National Barrow Show. These 36 head are comprised of the top two barrows in each of nine breeds in both the 190- to 200-lb. class and the top two barrows in each of the nine breeds in the 220- to 270-lb. class. Even though cutting and trimming procedures in 1950 were somewhat different than at present, good comparisons can be made with more recent data. 1950, of course, preceded the adoption by the industry of a program to produce leaner trimmed pork. The best of the show hogs in 1950 averaged only 33.6 per cent of lean cuts. Thus, this yield should conservatively be reduced by one-half to 1 percentage point to be comparable to today's methods of cutting and trimming.

"In 1950, even with more fat left on the cuts, only the second place carcass winner had over 14 per cent ham. Only four hogs had more than 11 per cent loin, with none over 11½ per cent. By contrast, 1961 show winners (six in each breed or a total of 60 hogs, including the crossbreds) included nine carcasses with ham yields in excess of 15 per cent. Five had loin yields of over 12½ per cent; three had loins in excess of 13 per cent. The four lean cuts from the 60 show winners averaged 38.2 per cent, in contrast to the 33.6 per cent in the best of the 1950 winners.

"Average carcass length and back fat thickness for show winners in the 1950 show can be compared directly with those in this year's show, as the method of taking these measurements was the same. The average length of carcasses in the 1950 show was 29.4 in.; this year's winners, 31.1 in. Back fat in 1950 averaged 1.8 in. and this year, 1.47. While length and back fat are not completely accurate measures of change in meatiness, nevertheless, they are definite indicators. Incidentally, the average live weight is directly comparable; 222 lbs.



for the hogs in the 1950 show and 223 lbs. in 1961.

"It is possible to get no more than estimated figures on the percentage of all hogs in the three USDA grades 10 years ago. An estimate by a member of the USDA grading service 10 years ago was as follows: 15 to 20 per cent were Number 1's; 50 per cent were Number 2's, and 30 to 35 per cent were Number 3's. It is felt this estimate of the percentage of Number 1's 10 years ago was too high. Probably no more than 10 per cent of all hogs were meat type in 1950, and 50 per cent were fat animals.

"The USDA in 1960 made an intensive study of grades of hogs in a substantial number of plants. A representative sample of the entire daily kill was graded in 10 Swift & Company plants and at a number of other locations. A preliminary estimate by the Department indicates about 34 per cent of the hogs in the sample graded Number 1's, 38 per cent Number 2's, and 26 per cent Number 3's, with 2 per cent being mediums and culls.

"There are clear indications that in the past 10 years, the average percentage yield of four lean cuts from all hogs has increased by at least 1 percentage point, adjusted for cutting and trimming methods. This means an increase in monetary value of about 20¢ per cwt. (sows included). Our nation's total hog slaughter last year was over 84,000,000 head. On this basis, the increased value was about \$39,000,000 over ten years ago on lean cut yield alone.

Haase listed several factors that have contributed to progress:

1. U. S. Department of Agriculture grades have had definite impact upon operations of producers and packers; these grades have helped to establish that there are value differences in hogs.

2. Carcass contests and shows have changed objectives and had material effect on attitudes and ideas. They have provided basic facts to enable packers and others to recognize variations in hog cutability.

3. Certification programs will continue to give direction to swine improvement. Certification requirements have been made more exacting since their inauguration.

4. Swine testing stations have had important influence on changing attitudes, ideas and objectives. In connection with their contribution to improving efficiency in feeding, Haase said:

"In my opinion, further advancement in production efficiency can do more to increase the amount of pork available per capita than any other single factor. . . . Desirable pork quality to meet consumer preference is a must, but desirable quality without competitive prices can mean further losses in pork's competitive position."

After noting that there have been improvements in hog selling and buying, and that single-track emphasis on government grade standards such as back fat thickness and body length encouraged the production of "meatless wonders," Haase said:

"Fortunately, all segments of the industry recognized the error of using the physical measurements of back fat and length alone, and emphasis again was shifted to cutability. This meant giving full consideration to conformation and muscling, as well as thickness of back fat and body length."

While confirming that not all is well in selling and buying hogs, or in methods of determining value, Haase pointed out that producers who wait for what they may

consider a justifiable spread in prices before making improvements in their hogs fail to take advantage of lower costs with meat type hogs and fail to make their contribution toward improving consumer acceptance of pork.

Better methods of hog evaluation will be developed, said Haase, but he emphasized:

"Our main problem is in the attitudes of many producers, marketing agencies, buyers and some agricultural leaders toward long-established marketing methods. . . . Too many hogs continue to be bought on a weight average. This will continue as long as producers patronize these marketing agencies. . . . My company can substantiate that we buy our hogs with reasonable accuracy as to their worth. At some points we are able to effect substantially wider live bid differentials based on values than at other points. This is possible when producers and/or their agents are willing to do a reasonable amount of sorting.

"However, as long as there are substantial numbers of producers, selling agencies and buyers content to hold on to the long-established method of selling or buying largely on weight and depending on average prices to serve their particular interest, we will continue to play the game of 'ring around the piggy'."

Haase said that the situation with respect to the concept of grade and yield buying and selling is disturbing. He commented:

"There are leaders in the industry, salaried and otherwise, ready to promote compulsory grade and yield buying. Many producers are disturbed at many marketing points to see little or no spread in prices within a weight range. Politicians thrive on appeals to do something good for their constituents. If there are value differences in hogs, and if price differentials are good for constituents, the answer of compulsory buying methods and controls is quite obvious.

"If producers and handlers of livestock wish to maintain open and competitive markets, we must speed up improvements in methods of buying and selling hogs, or we must expect government in our business."

BREEDING: This workshop dealt with what breeders can do to improve hogs and pork.

The nation's food retailers believe the industry needs to improve its pork and conduct a broad-scale educational and promotional program to re-sell the consumer on this meat as a highly desirable and nutritious food, according to Seth T. Shaw, National Association of Food Chains, who reviewed the comments of 10 volume members of the association in giving pork specifications that will improve retailer volume. Summarizing the results of his survey of members, Shaw stressed these points:

Retailers want "real fresh" fresh pork, lean and bright . . . better color retention and better trimmed smoked hams . . . hams and loins with some marbling but still a lean appearance . . . and cuts of a weight that will best meet consumer acceptance. Specifications for the lighter weight cuts "need revaluation in view of the emphasis now placed on the meatier type hog."

The 10 volume NAFC members specified these weights to meet the greatest consumer acceptance: Hams, 10-14 lbs.; loins, 10-12 lbs.; picnics, 5 lbs.; butts, 5-6 lbs.; bacon (bellies 8-9 in. wide, 1½ in. thick), 10-14 lbs.

Some of these comments were made to Shaw when he

[Continued on page 32]



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New York Company Adopts Centralized Packaging on Specialized Lines

CENTRALIZED packaging operations at the Plymouth Rock Provision Co., New York City, feature a series of self-contained lines designed to handle a specific product or product type. Several advantages have been obtained by grouping all the consumer packaging operations in one cooler, notes W. Dick Levy, vice president, production.

First, there is better supervision which not only assures top workmanship, but also efficient use of machinery and man-hours in shifting from one product to another. At times the crews are moved from line

to line and the department foreman is able to coordinate these changes so that virtually no time is lost, Levy claims.

Second, maximum equipment use is achieved. For example, in the centralized department a short section of power conveyor feeds the output from several lines to a central carton closing station.

Third, there is better use of the material handling effort. One employee can move the skid lots of the different products from the packaging room to the holding cooler. The room's layout is such that the various lines discharge into a central aisle. This permits the trucker to spot the empty skids where needed and take away the filled units.

Fourth, since the foreman is not spending much of his time in moving about, he has more opportunity to check the quality of the packaging.

The present level of efficiency in the department is the culmination of 15 years of growth and development in packaging. When Dick Levy started as supervisor of packaging, the consumer item handled was the frankfurts. This operation consisted of many uncoordinated steps. One man would dump the unpeeled links on work tables which often would be supplied with too much or too little product. The peeled sausage were placed in lugs and moved to the packing tables where again they were handled. At times there were gaps in the flow of material to the packaging stations.

The portable conveyor has done much to solve the problem of material flow. Furthermore, the New York firm's principals feel that only recently have the packaging machinery manufacturers developed equipment sturdy enough to withstand meat plant conditions. Until about a year ago, the company packaged its sliced bacon by hand because management felt that no available machine was dependable enough to be used in line production.

Basic product lines in the department are: frankfurts, sliced cooked ham, sliced luncheon meat, sliced



1. Cutoff bar, when flipped over conveyor belt, deflects peeled links to individual package assembly station. 2 Pusher plunger which moves franks on mandrel into pouch has a spring which brings unit back to home position after each stroke. 3. Air-operated unit closes top and bottom of shipping carton simultaneously with metal clips. 4. Operator inserts boards with shingled bacon into bellowed open-end carton. Cartons are fed from magazine at right. 5. Operators prepare shingled bacon for packaging. 6. Machine seals ends of bacon carton.



CUSTOMER-DESIGNED LAYOUT AND PANS

"Hobart grinders (piggy-back) save us 5 to 6 hours a day"



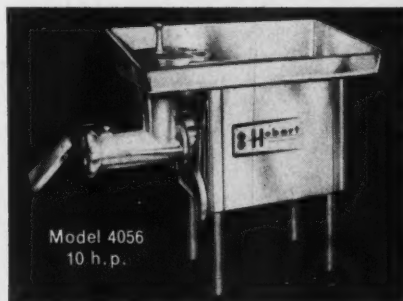
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Safety is a prime feature, with special interlocks that give the operator maximum protection. Standard high-back stainless steel pan permits dumping full tubs of meat without spillage. Design permits easy access to parts for quick cleanup...cylinder can be cleaned without removing it from the machine. Model 4056 is available in stainless steel or baked enamel housing. For information on this or other Hobart meat grinders, write: The Hobart Manufacturing Co., Dept. 213, Troy, Ohio.



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THE NATIONAL PROVISIONER, NOVEMBER 25, 1961

bacon and smoked meats. On these lines about 75 per cent of the 100 items packaged by Plymouth Rock are vacuum packed. The firm has elected to employ vacuum packaging because it gives the retailer and the consumer freshness protection.

On the frankfurt line nine Ty-Linker peelers with adjustable take-away belts discharge onto one of three levels of a belt conveyor system. When operating at maximum rated capacity, each of the belts carries peeled links to its own pack assembly spur conveyor and the overflow feeds a bulk packaging table set at the head of the line. Through experience and visual checking, the bulk table operators know when to cut in on an individual belt to take its output and prevent excessive accumulation at the package assembly stations.

The spur conveyor is a two-level belt system with the top carrying peeled links to the package assemblers. A stainless steel deflector bar is flipped across the belt to guide sausage to the stainless steel bin of the packaging table. The bottom belt carries filled pouches to a two-chamber Flex-Vac sealing machine.

The package assemblers use a special mandrel to fill the pouches. The mandrel has two flexible tongues extending from a fixed base. Placing the links to count in the mandrel, the operator inserts the pouch over the tongues and pushes the spring-tensioned plunger which forces the link group into the pouch. The spring-tensioned plunger has several advantages, says Levy. First it comes back to home position with no effort on the part of the operator. Second, it permits rapid ejection of the franks into the pouch with no damage.

The vacuumized pouches continue to the packoff station where they are placed in fibreboard shipping cartons which are stapled with an International unit. This closing technique, in which top and bottom are stapled simultaneously, thus doing away with a set of operations, is employed for all the lines.

The frankfurt line has maximum flexibility; if only one packaging machine is in operation, the number of peelers is reduced to provide the desired output. The percentage of peeled product directed to the bulk station can be regulated so that it acts as an adjustment factor, or the entire output can be channeled there. The stainless steel table used for bulk packaging has space for additional scales and packers.

Wherever possible, stainless steel equipment is used in the packaging, reports Levy. The higher cost of such

equipment is more than recaptured in product protection and the prevention of inspection tieups. Plymouth Rock operates a plant under city inspection and another under federal inspection. The city-inspected plant houses the sausage meat operations and is subject to reciprocal inspection from other New York cities.

Stainless equipment never is the subject of inspection criticism, but equipment of other material (which is being replaced as rapidly as possible) sometimes is, Levy observes.

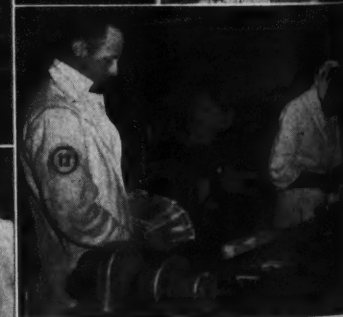
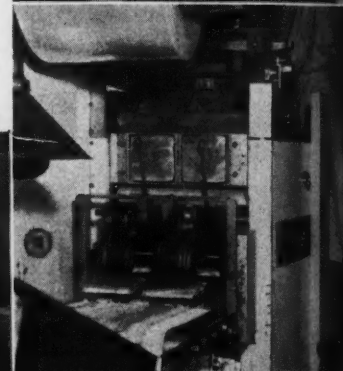
The skinless frankfurt line also is used for packaging larger items, such as jumbo franks. In this event the peeling is done by hand and the sausage are fed to the package assembly station from lug baskets. The vacuum sealers pace the operation.

Locating all peeling work in one area makes it possible to coordinate some of the auxiliary operations, such as peel inspection and spent casing removal, more readily with full flow. For example, the number of inspector-hand peelers can be adjusted better to peeling performance at any time than if the units were separated, comments Levy.

Sliced cooked ham is packaged on a functional line. Two U. S. slicers slice the chilled hams and stack to

[Continued on page 34]

NP PACKAGING REPORT

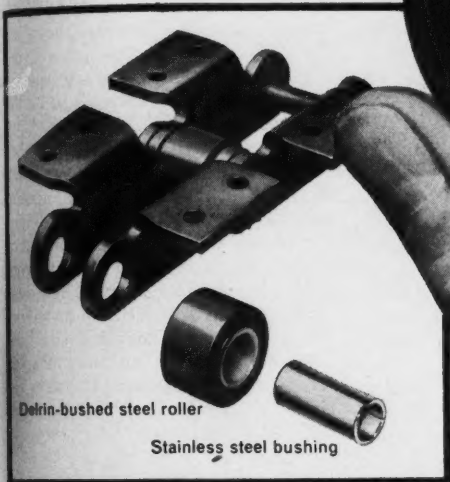


7. Smoked meat cut is inserted into machine-stretched pouch. 8. Stretch-oriented film package is sealed with metal clip. 9. Check scalers make weight on sliced ham stacks. 10. Stacks of ham are ladled carefully into frames of infeed conveyor. 11. Infrared lamp heats surface quickly. 12. W. Dick Levy, vice president.

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Truck Talk

By CHET CUNNINGHAM



DO YOU have a driver selection program? Finding qualified and emotionally responsible drivers is one of the most important aspects of any business in which trucks are required.

Most truck fleet owners choose new drivers on the basis of employee referrals, want ads, posters, etc. However, after you have your applicants, your work really begins. We can't give complete coverage to the subject of driver selection here—books have been written on it—but we can point up the importance of selection and urge you to get some



of these books or use professional personnel testing and selection services in your city.

Following are several driver selection hints:

- 1) Use written applications that are as complete as possible.
- 2) Conduct personal interviews and watch for indifference, inattention, indolence, arrogance, recklessness or hostility. Hard to spot? Sure, but trained men can do it and it pays off. Eliminate bad-risk applicants at each step.
- 3) Use a standard intelligence test. The American Transit Association has one. Determine the intelligence level you need.
- 4) Schedule medical examinations and make them tough. Include vision, hearing, chest X-ray and electrocardiogram. Weed out poor risks at this stage.
- 5) Remaining men should fill out in-depth personal histories.
- 6) Conduct final interviews with reaction-loaded questions.

You'll be lucky to have 15 percent of the original applicants left. But you will have the best 15 percent—the men who most likely will do a good job for you and be happy to stay with you.

Driver selection is not an exact science. Nevertheless, by using more and better professional help in testing, you are more certain of getting the best driving talent available. Conducting a rigorous program of driver selection now prevents bigger driver trouble later.

• • •

One of trucking management's biggest jobs in the meat packing industry involves the proper lubrication of equipment. Where engines are involved, the lube oil used must be changed occasionally. And just how often it is changed can make a big difference in oil costs and engine wear.

There are three ways to determine oil change periods. One is by a hit-or-miss mileage estimate (let's say every 2,000 miles or every 4,000 miles). Another method is the opposite extreme—weekly laboratory oil examination. This method is the best, of course, but it is expensive.

Somewhere between these two extremes is a compromise method involving shop analysis of oil in a less-than-chemical-laboratory manner. There are several such systems on the market.

One of them, the Simplex oil testing kit produced by Lengor, Inc., Annapolis, Md., is a small, relatively inexpensive kit for field or shop use (see photo).

The kit can be used to make three types of tests: for abrasive solids, for acidity and for viscosity. The

hand pump is used to draw a sample of fresh oil from the vehicle's crankcase. One drop is put on a piece of blotter-like paper. The oil ring formed is compared with a series of sample stains on a chart and matched with the most similar shade. If the sample is a uniform shade of gray, the oil is still serviceable. If the stain is dark in the center, however, the dispersants in the oil are depleted and impurities are settling out. In this case both oil and filter changes are needed.

Viscosity testing is accomplished with the aid of the two drip bowls shown at the right in the accompanying picture. A standard viscosity oil with average dilution is in one jar. Sample oil from the engine goes in the other. Then both cups are filled and timed as the oil drains through a standard-size hole. The drain rate is inversely proportional to the viscosity. Dilution exceeding a minimum level of acceptance is easy to check.

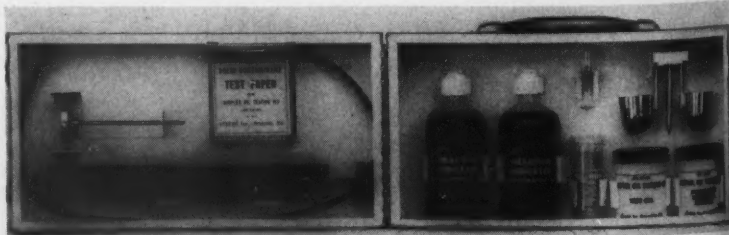
• • •

Are you letting your trucks run too cool? By not running them at normal operating temperatures, you can reduce the life of the engines considerably and increase your operating expenses.

Most of us are careful about keeping our rigs' cooling systems clean. We head for the shop when overheating crops up, but we are not aware of underheating problems.

A truck engine is designed to operate within a narrow range of coolant temperatures, not too hot and not too cool. Following are a number of problems that can arise if your engine runs too cold.

Oil dilution: Poor vaporization of



OIL TESTING KIT can be used to make three types of tests: for abrasive solids, acidity and viscosity. The kit is relatively inexpensive and easy to use.

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THE NATIONAL PROVISIONER, NOVEMBER 25, 1961

the fuel-air mixture may cause raw gasoline to run down the cylinder walls and dilute your crankcase oil. The diluted oil can't give you proper lubrication, resulting in more than normal wear.

Metal stresses: Since metals expand with heat, they are machined and fitted with this expansion characteristic in mind. If the engine is not up to temperature, the metals will not expand sufficiently in line with the fine tolerances needed. As a result, the engine parts are "sloppy" in their fit, a situation that causes greater stresses and greater wear patterns as they "slosh around." Underheated parts also tend to fail quicker than parts that are up to operating heat.

Sludge formation: A cold engine condenses moisture inside the crankcase. This moisture normally would be exhausted as a hot gas. But now it combines with carbon, metal particles, dirt, etc., in the crankcase and forms sludge that lodges around piston rings, valves and other engine parts. Sludge robs you of power and hurts normal lubrication.

Undercooling also can result in spark plug fouling and poor gas mileage. Next time, therefore, check your trucks for underheating as well as overheating.

What Moved Freeman?

[Continued from page 11]

postponement would have an adverse effect on the federal meat inspection program, the packing industry, consumers and state and local agencies that are in the process of adopting the federal regulations.

For Armour to obtain a preliminary injunction next month, according to the company's brief, it must meet the following conditions set forth by the same Court of Appeals in a 1958 case:

(A stay or preliminary injunction should be granted) "1) Where the party requesting the stay or preliminary injunction is likely to prevail upon the merits of the action; 2) Where the party requesting the stay or preliminary injunction has shown that without a stay or preliminary injunction it will suffer irreparable injury; 3) Where there is no substantial harm to other interested persons, and 4) Where the public interest will not be harmed."

Relying heavily on the "presumption of regularity" in administrative rule-making, U. S. attorneys last week retraced the steps taken publicly by the USDA in regard to the ham controversy but gave no hint as to the procedure, if any, by which

Secretary Freeman weighed the conflicting opinions.

Armour charges that the Secretary acted "arbitrarily and capriciously" in that, in part, he "prejudged the issues" and failed to follow the procedure he had established for determining the question, having obtained no report from the presiding officer at the public hearings nor recommendations from the three-person committee he appointed to advise him on the matter.

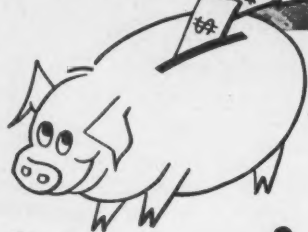
The government contends that informal rule-making need not be predicated on substantial evidence and that the Secretary, not being bound to hold public hearings or name an advisory committee, was not required to wait for reports nor to give them any consideration.

In an affidavit from Dr. M. R. Clarkson, acting administrator of the Agricultural Research Service and co-defendant with Secretary Freeman in the Armour action, the USDA for the first time reported on the comments received in the 30 days prior to November 17. Armour, which examined the USDA files, countered with its own report and labeled the version presented by the USDA as "distorted."

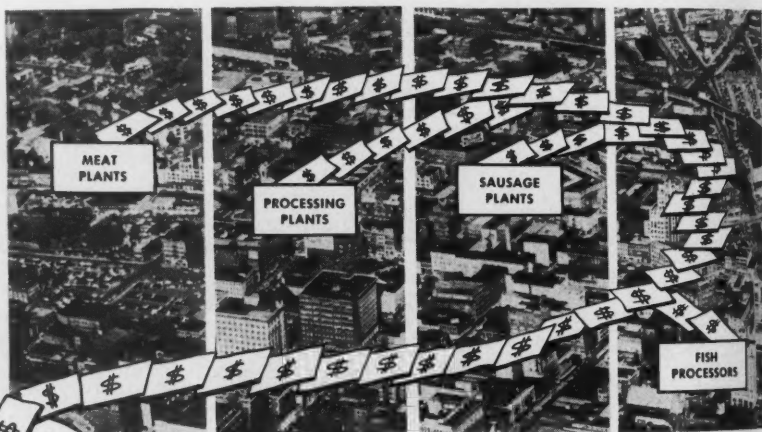
Said Clarkson: "A great volume of [Continued on page 37]

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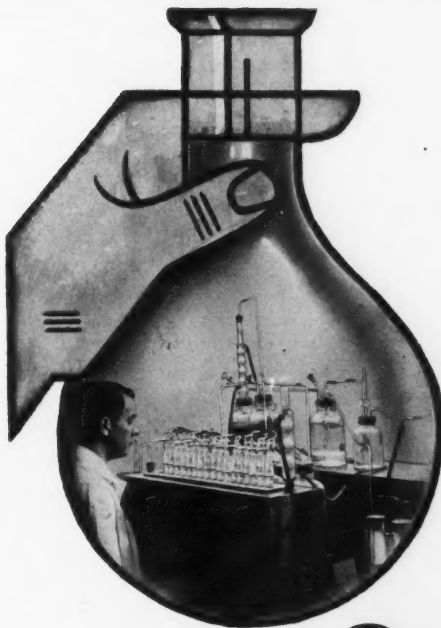
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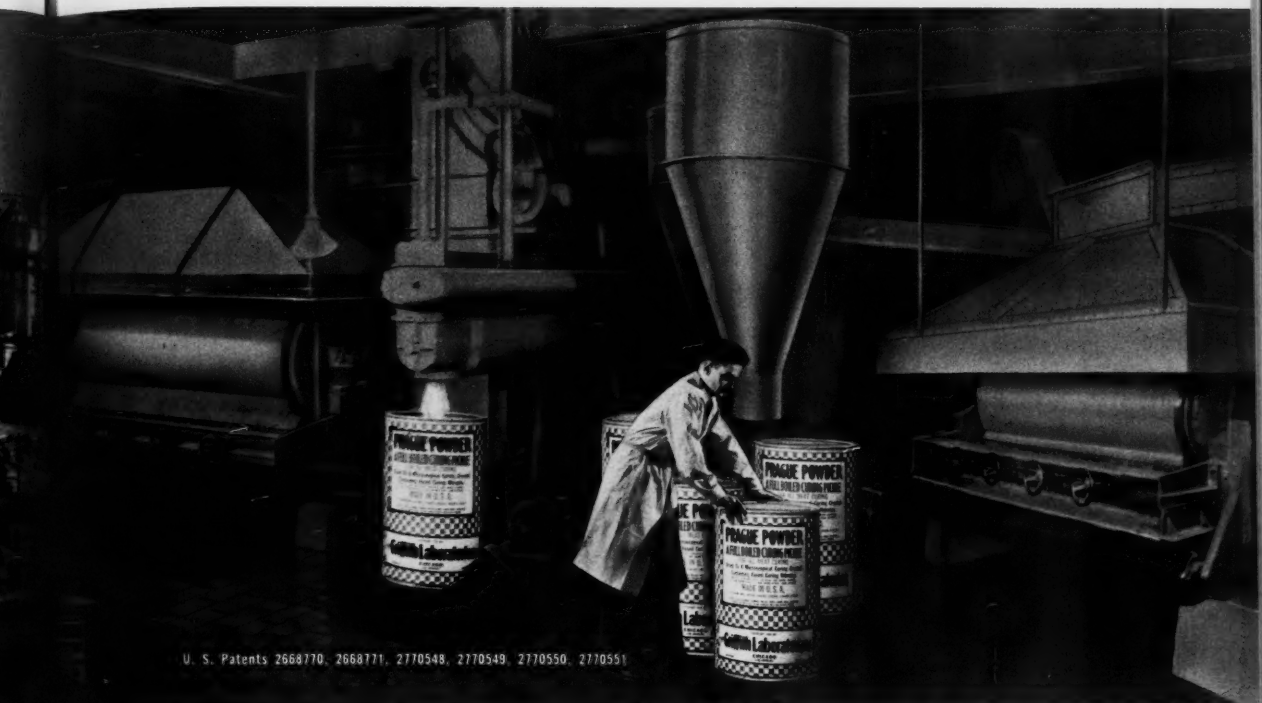
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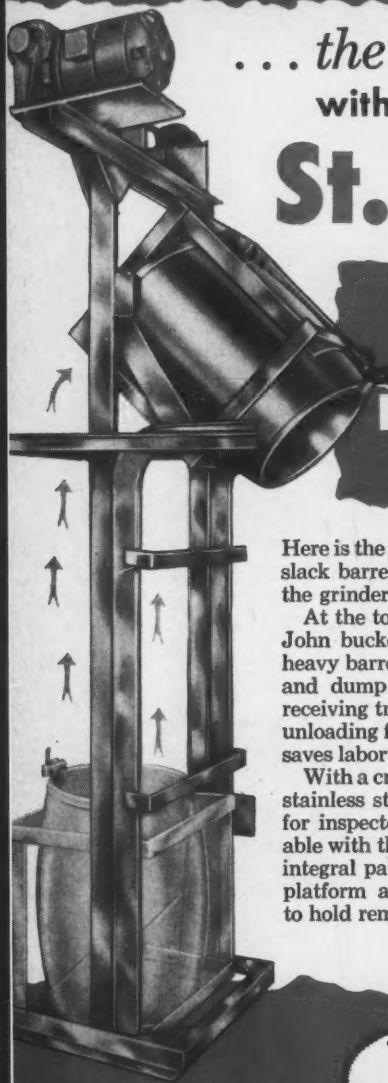
THE NATIONAL PROVISIONER, NOVEMBER 25, 1961

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At the touch of a button, the St. John bucket elevator will raise a heavy barrel of meat, swing it over and dump the contents into the receiving tray. Ends costly manual unloading forever... saves time... saves labor... saves money.

With a cradle fabricated of heavy stainless steel, the unit is suitable for inspected plants, and is available with the container made as an integral part of the hoist or with a platform and spring-loaded latch to hold removable barrels in place.

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Standard construction of the frame is heavy-gauge galvanized structural steel, but stainless steel can be used on special order. Controls consist of an up-down pushbutton station, with upper and lower limit switches. The unit is powered by a 1 HP gearhead motor with magnetic brake directly coupled to the winding drum and is furnished for 220 volt, 3-phase, 60 cycle A.C. Special voltages available on request.

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National Pork Industry Conference

[Continued from page 17]

asked what the stores didn't like about hams:

"Amount of fat" . . . "Poor and inconsistent fat trim" . . . "Inconsistent processing, resulting in inconsistent flavor" . . . "Improper trimming" . . . "Not graded for quality" . . . "Lack of color retention once the ham is cut" . . . "10 per cent moisture ham is a disgrace to the packing industry" . . . "Lack of consistency in moisture content." Two members had no complaints: "We set our standards and specifications on the hams to our satisfaction," and "We have checked our sales and the results have been satisfactory."

Every retailer responding said that he thought more pork could be sold fresh in relation to cured.

FEEDING: A growing trend toward specialization in the hog business with grain farmers buying and finishing feeder pigs produced by other farmers, the kind of two-phase production system seen in the cattle business, was predicted at the feeder pig production workshop by James D. McKean, jr., Illinois Feeder Pig Marketing Association, who said this trend is resulting from the grain farmer's desire to expand his operation by farming more land, raising more grain and feeding this grain to livestock.

Efforts being made to improve the quality of feeder pigs in one area were outlined by Norbert Brandt, Wisconsin Feeder Pig Marketing Cooperative, who discussed plans of the Swine Breeding Research Cooperative formed by his feeder pig organization, the Anchor Serum Co., Badger Breeders Cooperative, General Mills, Oscar Mayer & Co. and the Production Credit Association of Green Bay. The breeder cooperative has three plans:

One is to select, assemble and sell boars and gilts backed by performance records and testing. This breeding stock will be offered to feeder pig producers.

The second plan involves purchase of breeding stock from breeders who have been selling at 40 to 60 lbs. Since the animals change in type and conformation after 40 to 60 lbs., they will be purchased at that size, put on test and then evaluated at 200 lbs. on the basis of rate of gain, backfat probes and type. Those that qualify will be sold.

In the third part of the program, 40 breeders with about 50 sows each will be selected. The top sows in the herd will be bred to good boars of the same breed to continue the purebred line and the other sows will be bred to boars of other breeds to produce crossbred gilts. The best crossbred gilts will be selected on the basis of their performance along with test and carcass data on barrow brothers, for use in the herds of feeder pig producers.

Brandt said the third plan is being depended upon as the best long-range program for standardization of the feeder pig production of his organization. He added that one of the long-range goals is to have feeder pig producers buy all of their foundation breeding stock to increase uniformity.

CHOLERA: Indemnity payments for swine herds condemned because of infection or exposure to cholera, coupled with an educational campaign and active programs in all states are the next steps in the eradication drive as indicated by panelists at the cholera eradication workshop.

Phil Campbell, commissioner of the Georgia department of agriculture, stressed the need for indemnities. He said that many federal and state officials feel the farmer should carry the main responsibility and expense of eradication. "The farmer cannot, and should not, be required to take on the responsibility and fi-

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financial burdens of this program," he declared in calling for a "fair and equitable indemnity plan that will offer an incentive to the farmer to report suspected or known cholera outbreaks and compensate him for animals which die or are condemned."

Campbell said reporting all cases of cholera is vital in eradication, but a reporting system cannot be successful without indemnity payments. He asserted that it is wishful thinking to believe that farmers will report suspected cases of cholera, knowing that their herds will be destroyed, unless such payments are offered.

Campbell said Georgia is ready to go with cholera eradication, and has an appropriation of \$300,000, but feels it can't be successful unless other states take similar action. He called it "imperative" that all states cooperate to eliminate cholera.

Marion Steddom, chairman of the Iowa cholera eradication committee, agreed on the need for indemnities: "I am sure all of us agree that herds destroyed in order to stamp out this disease must be paid for in some manner, either with federal or state funds." Steddom added, however, that indemnities should be paid only on herds that have been vaccinated against cholera, at least for the first two or three years.

DEMAND: No easy or even definite answers as to how the demand for pork can be stimulated were forthcoming at the workshop conducted by Dr. Cliff Cox of Armour and Company.

In an economic appraisal of the problem, Dr. James H. Stevenson of Purdue University expressed doubt whether the downtrend can be reversed by any cost or price reductions that appear to be practicable.

Government subsidy—at least in the experience of Canada—is not necessarily productive of hog and pork improvement, according to Arval Erikson of Oscar Mayer & Co.

Consumer studies indicate that many food buyers are attracted by leaner pork from meat type hogs, but there is less certainty as to whether housewives consistently will pay more for such pork or whether they are repeat customers for some of the leaner pork now being sold.

Pork cookery—all meat cookery, in fact—is difficult for the growing crowd of young women now reaching maturity, and they need all the help they can get from packers and others, according to Miss Reba Staggs of the National Live Stock and Meat Board. She pointed out that commercial meat products sometimes need "babying" when they are used in dishes popular today; pork sausage and hamburger must be pre-cooked to free them of excessive fat before they can be employed satisfactorily in one-dish casserole meals.

J. Russell Ives, director of the department of marketing of the American Meat Institute, observed that while the industry appears to be in a position to supply pork with less fat, the factors of juiciness and tenderness are now getting more consumer emphasis and the industry doesn't know enough about obtaining these qualities. Pointing out that live hog grades are not closely correlated with some desirable characteristics, he commented that it is fortunate that the industry has not defined its hog and pork target too rigidly since some of the ideas of what is wanted may have to be abandoned.

Workshop participants noted that trichinosis—and especially uninformed and scary discussion of this vanishing parasite—is still a deterrent to pork consumption. Modern methods of retailing give the consumer an opportunity to reject pork without furnishing a "why" that can be transmitted to producers. Modern retail promotion of pork, with advertising primarily focused on price, affords little chance for building or rebuilding the image of pork in the eyes of the consumer.

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Plymouth Rock Packaging

[Continued from page 22]

weight and count. The slice stacks go to the check weighers who place passed stacks on a wire rod conveyor that carries them to the machine in-feed station where an operator transfers them to the mold frames.

The frames move the stacks into the reel type Flex-Vac vacuum sealing machines which form the entire package from roll film. As the machines discharge the packages, they pass under a code dater and are flipped onto a conveyor belt that carries them under an infrared lamp.

The lamp dries the ink of the date impression and by rapid surface heating pinpoints any leakers, asserts Levy.

The sealed pouches are examined and inserted in Marathon Advac frames and finished with a Marathon-Great Lakes sealer. The package is ideal for sliced boiled ham since it heightens eye appeal by exposing the lean top slice and yet the rigid back gives this relatively fragile product the support it needs for self-service display.

For other sliced luncheon meat operations the firm employs five U. S. slicers that prepare the meat

for two multi-head revolving Flex-Vac machines.

Depending upon the product, some items are shingled while others are stacked before being inserted in the pouch. Shingled products are placed in a wing type locking carton while stacked items are packed by the Marathon Advac method.

The firm uses either a dry or wet technique to package smoked meats, depending upon the product, customer preferences, etc. The dry method is used for boneless butts. After removal from their stockinette, the butts are placed on a packaging table next to a Visking Tite-Wrap device. An operator spreads the Visten pouch, inserts the product and pushes the filled pouch on a conveyor belt. Using a portable Tipper Tie unit, another operator gathers and twists the neck and makes the closure. (The same units are employed to make metal closures on vacuumized products.)

For sliced bacon the firm uses an Anco high-speed slicer in conjunction with an Anco check weighing conveyor section and a Marathon Tux sealer.

While retaining the basic color scheme of red, white and blue, the Plymouth Rock company has redesigned its package logo so that it includes only the words "Plymouth Rock Brand" in white on a blue background. The change will emphasize brand identity without distraction from art work, says Dick Levy. (The old design included a drawing of the Pilgrims landing, with four people standing on the rocky shore and a ship in the background.) Management is convinced that this symbol, especially when used on the smaller 4- and 6-oz. units, was unrecognizable by the average customer and thus detracted from brand name impact. Levy comments that with the package face being required to tell the brand, product, weight, price, inspection and ingredients, any non-working art work just adds clutter. While the art design was sound when used on shipping cartons and large containers where size gave it meaning, it was inappropriate for smaller consumer units.

The firm was incorporated in 1900. Last year's sales amounted to approximately \$30,000,000. The firm employs about 40 salesmen, both driver and advance. Production from the sausage kitchen is distributed in New York while smoked and canned meats are sold nationally. Officials of the firm include Joseph Levy, chairman of the board of directors, Lester Levy, president, and John P. Gevlin, treasurer.



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vice on both cork and Uni-Crest installations. Each installation is specifically planned to meet requirements of the job. Skilled crews, working out of these same offices, carry out the entire job of erecting insulation under direct supervision of engineers responsible for the design. In this way you are assured of undivided responsibility for performance of the entire installation.

Both Cork and Uni-Crest are available in a wide variety of sizes in board and pipe covering form. In addition, United provides cork lagging and discs for tank and filter application, as well as a self-extinguishing board and pipe covering of Uni-Crest. Write for more complete information.



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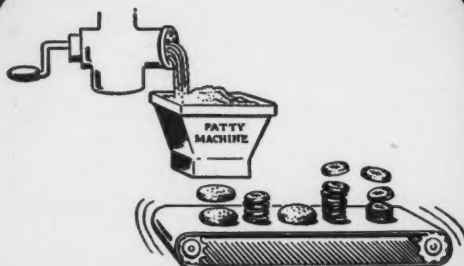
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MEAT TENDERIZER

ALL MEAT . . . output, exports, imports, stocks

Meat Production Down For Second Week

Production of meat under federal inspection for the week ended November 18 was down for the second straight week as volume fell to 442,000,000 lbs. from 456,000,000 lbs. for the previous week. However, volume last week was about 19,000,000 lbs. larger than for the same week of 1960. Slaughter of bovine stock was down from the previous week as was slaughter of sheep and lambs. Hog kill registered a slight increase for the week and numbered about 147,000 head above last year. Slaughter and meat production appear below:

Week Ended	BEEF		PORK (Excl. lard)	
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.
Nov. 18, 1961	385	221.8	1,450	196.8
Nov. 11, 1961	410	238.2	1,425	192.5
Nov. 19, 1960	366	213.2	1,303	184.5

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
Nov. 18, 1961	113	12.0	240	11.0	442
Nov. 11, 1961	115	12.2	285	13.1	456
Nov. 19, 1960	121	13.0	261	12.4	423

1960-61 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 309,541.

1960-61 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)			
	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
	Mil. lbs.	Mil. lbs.	Mil. lbs.	Mil. lbs.
Nov. 18, 1961	1,020	576	238	136
Nov. 11, 1961	1,020	581	237	135
Nov. 19, 1960	1,037	583	244	142

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD.	
	Live	Dressed	Live	Dressed	Per cwt.	Mil. lbs.
Nov. 18, 1961	190	106	96	46	—	44.5
Nov. 11, 1961	190	106	96	46	—	44.0
Nov. 19, 1960	193	107	99	48	12.8	40.8

USDA Bought More Meat, Lard Last Week; 1st Canned Pork

The U. S. Department of Agriculture announced the purchase last week of additional supplies of ground beef, canned chopped meat, canned pork and gravy and lard. The pork and gravy was the initial purchase under the program announced a week earlier.

The ground beef buy for school lunches amounted to 3,192,000 lbs. at prices ranging from 41.89¢ to 42.49¢ per lb. Thirty-four cars were purchased in the Southeast at premium prices of 43.10¢ to 43.46¢ per lb. Cost of last week's ground beef was \$1,359,000.

Offers were accepted from 22 out of 27 bidders which together had offered a total of 4,599,000 lbs. Through last week USDA has spent \$15,045,000 for 35,763,000 lbs. of the meat since that buying program began August 23.

The canned chopped meat buy amounted to 1,367,925 lbs. at prices ranging from 39.87¢ to 40.32¢ per lb. Total cost was \$549,000. Bids were accepted from four out of five firms which had offered a total of 2,676,375 lbs. Total cost of 54,300,675 lbs. of the product bought since the pro-

gram began amounted to \$22,180,000.

USDA also bought 4,737,600 lbs. of lard for schools, eligible institutions and needy families. Prices were from 11.49¢ to 11.69¢ per lb. Offerings of nine out of 10 firms, which together had offered 10,659,600 lbs., were accepted. Last week's lard purchases cost \$549,000.

The initial purchase of canned pork and gravy totaled 848,250 lbs. at prices ranging from 52.44¢ to 53.24¢ per lb. Total cost of the supply was \$449,000. Offers were accepted from four out of 16 bidders who together had offered 7,747,350 lbs. of the product.

USDA to Buy Canned Beef, Pork

The U.S. Department of Agriculture this week announced plans to purchase a limited amount of canned beef and canned pork for use in an experimental program under the National School Lunch Act. Plans call for purchase of 234,000 lbs. of canned beef and 117,000 lbs. of canned pork, both with their natural juices.

What Moved Freeman?

[Continued from page 26]

written statements was received, pursuant to the notice (of the proposed amendment on September 6)

from consumer organizations, farm organizations, packers, retail dealers and individuals. All of the consumer organizations (12) and a majority of individual producers, from whom statements were received, supported the proposed amendment to reinstate the requirements in effect prior to December 30, 1960. Three packers also favored reinstatement of such requirements."

Armour said its own review of the comments disclosed the following:

"(a) Thirty-six associations or organizations commented on the regulations; 24 favored retention of the current regulations, while only 12 opposed them.

"(b) Twenty-one individual swine producers commented on the regulations; 16 favored retention of the current regulations while only five opposed them.

"(c) Thirty-seven packers commented on the regulations; 34 favored retention of the current regulations while only three opposed them.

"(d) Letters representing the interests of 186 consumers appeared in the file; 108 favored retention of the current regulations, while only 78 opposed them.

"(e) Eight universities commented on the regulations. The Universities of Illinois, Minnesota, Ohio State, Georgia, Oregon State and Oklahoma State favored retention of the current regulations, while only West Virginia University and Queens College opposed them.

"(f) Nine retail chains commented on the regulations; eight chains favored retention of the current regulations, while only one opposed them."

The 17 companies seeking leave to file a consolidated brief as amici curiae in support of the Armour appeal for a temporary injunction are:

Swift & Company, Chicago; Wilson & Co., Inc., Chicago; Hygrade Food Products Corp., Detroit; John Morrell & Co., Chicago; Geo. A. Hormel & Co., Austin, Minn.; The Rath Packing Co., Waterloo, Ia.; The Cudahy Packing Co., Omaha; The Klarer Co., Louisville, and The Sugardale Provision Co., Canton, O.

Also, Marhoefer Packing Co., Muncie, Ind.; Neuhoef Brothers, Dallas, Tex.; Greenwood Packing Plant, Greenwood, S. C.; Fischer Packing Co., Louisville; Stadler Packing Co., Inc., Columbus, Ind.; Braun Brothers Packing Co., Troy, O.; Emge Packing Co., Inc., Fort Branch, Ind., and Home Packing Co., Inc., Terre Haute.

PROCESSED MEATS . . . SUPPLIES

Inspectors Find Fewer Animals Need Condemning in Oregon

Since the inception of the state's meat inspection program, the percentage of unfit animals moving to market in Oregon has substantially declined, says Dr. M. L. Houston, State Department of Agriculture meat inspection supervisor. He attributed this largely to knowledge of both producers and slaughterers that animals unfit for human consumption will not pass inspection.

During July, August and September, 104,979 animals were inspected compared with 121,635 in 1960. The number of animals condemned was about 25 per cent lower than for the same quarter of last year. On inspection during the third quarter of 1961 about 13 tons of livers were condemned, 3.25 tons of heads, 966 lbs. of hearts, 155 lbs. of kidneys and 265 lbs. of tongues.

Place 1960 Meat Consumption Valuation Above Year Before

Americans ate about \$18,773,000,000 worth of meats last year, according to a compilation by the American Meat Institute. This cost represented a moderate increase over the 1959 valuation of about \$18,184,000,000 for the class of foods. Fresh meat accounted for \$11,706,000,000 of the total meat cost compared

with \$11,362,000,000 in 1959.

Value of the beef consumed was about \$8,800,000,000, up from \$8,413,000,000 in 1959. Veal consumed was worth \$856,000,000 compared with \$838,000,000 in 1959; lamb, \$463,000,000 compared with \$453,000,000, and pork, \$1,587,000,000 compared with \$1,658,000,000.

Of the total value of meat, provisions were valued at \$6,161,000,000 last year for a small increase from \$5,939,000,000 in 1959. Sausage room products accounted for \$2,253,000,000 of 1960 provisions expenditures for a small increase over 1959 valuation of \$2,183,000,000.

The canned meat Americans consumed was valued at \$726,000,000 last year compared with \$706,000,000 in 1959.

Value of all foods consumed in the country was placed at \$82,083,000,000 as against \$79,602,000,000 in 1959.

CALIFORNIA STATE INSPECTED SLAUGHTER

State inspected slaughter of livestock in California, Sept., 1961-60, as reported to THE PROVISIONER:

Cattle, head	41,272	41,262
Calves, head	13,031	20,250
Hogs, head	12,685	15,104
Sheep, head	56,846	55,447

Meat and lard production in September, 1961-1960, (in lbs.), was:

Sausage	9,334,832	9,802,481
Pork and beef	12,452,070	13,013,171
Lard substitutes	1,185,322	1,044,656
Totals	22,973,324	23,860,308

G-N Test Shows Disparity In Live, Carcass Placings

The carcass meat demonstration at the Grand National Livestock show and the display of a variety of consumer cuts of beef obtained from selected animals entered in the show convinced beef industry people on the Coast that there is more to the steer than "meats" the eye.

Of much interest to the industry in the final test was the disclosure that the entry which originally ranked sixth in the live judging and third in the carcass judging was first in the final cut-out test, with a yield of about \$61.42 per cwt.

In further contrast, the animal which originally ranked No. 1 in live judging placed 10th on the rail and, still later, held 10th in the cut-out test, with a yield of \$51.62 per cwt.

CANADIAN SLAUGHTER

Inspected slaughter of livestock in Canada in October, 1961-60, as reported by the Canada Department of Agriculture:

	Oct. 1961	Oct. 1960
Cattle	174,758	161,700
Calves	58,094	58,311
Hogs	499,901	441,400
Sheep	115,666	104,561

Average dressed weights of livestock were as follows:

	Oct. 1961	Oct. 1960
Cattle	520.8 lbs.	512.5 lbs.
Calves	167.7 lbs.	164.8 lbs.
Hogs	161.0 lbs.	162.4 lbs.
Sheep	43.6 lbs.	43.8 lbs.

DOMESTIC SAUSAGE

Pork sausage, bulk (f.o.b. Chgo.)	
in 1-lb. roll	34 @ 42
Pork saus. sheep cas.,	
in 1-lb. package	53½ @ 62
Franks, sheep casing,	
in 1-lb. package	62 @ 71
Franks, skinless, 1-lb.	49½ @ 52
Bologna ring, bulk	47½ @ 55½
Bologna, a.c., bulk	40 @ 43½
Smoked liver, n.c., bulk	54 @ 60
Smoked liver, a.c., bulk	40 @ 47
Polish sausage, self-	
service pack.	66 @ 75
New Eng. lunch spec.	62½ @ 70
Olive loaf, bulk	46½ @ 54
Blood, tongue, n.c.	51½ @ 66
Blood, tongue, a.c.	46½ @ 51
Pepper loaf, bulk	51½ @ 69
Pickle & Pimento loaf	43½ @ 54
Bologna, a.c., sliced, (del'd)	
6, 7-oz. pack, doz.	2.67 @ 3.60
New Eng. lunch spec.	
sliced, 6, 7-oz. doz.	4.17 @ 4.92
Olive loaf, sliced,	
6, 7-oz., doz.	3.02 @ 3.84
P.L. sliced, 6-oz., doz.	2.87 @ 4.80
P&P loaf, sliced,	
6, 7-oz., dozen	2.87 @ 3.60

DRY SAUSAGE

(Lcl. lb.)	
Cervelat, hog bungs	1.11 @ 1.13
Thuringer	87 @ 69
Farmer	75 @ 77
Holsteiner	90 @ 92
Salami, B.C.	1.01 @ 1.03
Salami, Genoa style	1.10 @ 1.12
Salami, cooked	51 @ 53
Pepperoni	90 @ 92
Sicilian	1.00 @ 1.02
Goteborg	94 @ 96
Mortadella	77 @ 79

CHGO. WHOLESALE

SMOKED MEATS

Tuesday, Nov. 21, 1961	(av.)
Hams, to-be-cooked,	
14/16, wrapped	45
Hams, fully cooked,	
14/16, wrapped	46
Hams, to-be-cooked,	
16/18, wrapped	44
Hams, fully cooked,	
16/18, wrapped	45
Bacon, fancy, de-rind,	
8/10 lbs., wrapped	45
Bacon, fancy, sq. cut, seed-	
less, 10/12 lbs., wrapped	42
Bacon, No. 1 sliced, 1-lb.	
heat seal, self-serv., pk.	51

SPICES

(Basis Chicago, original barrels, bags, bales)	
Whole Ground	
Allspice, prime	86
refined	99
Chili pepper	61
Chili powder	61
Cloves, Zanzibar	59
Ginger, Jamaica	59
Pepper	64
East Indies	3.00
Mustard flour, fancy	2.18
No. 1	43
West Indies nutmeg	38
Paprika, American,	1.34
No. 1	56
Paprika, Spanish,	56
No. 1	80
Cayenne pepper	63
Red, No. 1	59
Black	55
White	67

SAUSAGE CASINGS

(Lcl. prices quoted to manufacturers of sausage)

Beef rounds:	(Per set)
Clear, 25/35 mm.	1.30 @ 1.40
Clear, 35/38 mm.	1.30 @ 1.50
Clear, 35/40 mm.	1.20 @ 1.30
Clear, 38/40 mm.	1.40 @ 1.60
Not clear, 40 mm./up	1.00 @ 1.10
Not clear, 40 mm./dn	80 @ 85
Beef weasands:	(Each)
No. 1, 24 in./up	15 @ 18
No. 1, 22 in./up	16 @ 18
Beef middles:	(Per set)
Ex. wide, 2½ in./up	3.75 @ 3.85
Spec. wide, 2½-2¼ in.	3.00 @ 3.10
Spec. med. 1½-2¼ in.	1.85 @ 2.10
Narrow, 1¼ in./dn.	1.15 @ 1.25
Beef bung caps:	(Each)
Clear, 5 in./up	44 @ 46
Clear, 4½-5 inch	33 @ 35
Clear, 4-4½ inch	20 @ 22
Clear, 3½-4 inch	15 @ 17
Beef bladders, salted:	(Each)
7½ inch/up, inflated	21
6½-7½ inch, inflated	15
5½-6½ inch, inflated	14
Pork casings:	(Per hank)
29 mm./down	6.00 @ 6.10
29/32 mm.	6.00 @ 6.35
32/35 mm.	5.50 @ 5.40
35/38 mm.	4.25 @ 4.35
38/42 mm.	3.75 @ 4.00
Hog bungs:	(Each)
Sow, 34-inch cut	68 @ 70
Export, 34-inch cut	62 @ 64
Large prime, 34-in.	48 @ 50
Med. prime, 34-in.	36 @ 38
Small prime, 34-in.	19 @ 21
Middles, cap off	72 @ 74
Skip bungs	11 @ 12

Sheep casings:	(Per hank)
26/28 mm.	5.75 @ 5.8
24/26 mm.	5.40 @ 5.5
22/24 mm.	4.35 @ 4.6
20/22 mm.	3.65 @ 3.7
18/20 mm.	2.75 @ 2.8
16/18 mm.	1.75 @ 1.8

CURING MATERIALS

Nitrite of soda, in 400-lb. (Cwt)	
bbls., del. or f.o.b. Chgo.	92.5
Pure refined gran. nitrate of soda, f.o.b. N.Y.	5.8
Pure refined powdered nitrate of soda, f.o.b. N.Y.	38.8
Salt, paper-sacked, f.o.b. Chgo., gran., carlots, ton	31.8
Rock salt in 100-lb. bags, f.o.b. whse., Chgo.	28.0
Sugar:	
f.o.b. spot, N. Y.	6.3
Refined standard cane gran., del'd. Chgo.	9.0
Packers curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.8
Dextrose, regular:	
Cerelose, (carlots, cwt.)	6.8
Ex-warehouse, Chicago	7.2

SEEDS AND HERBS

(Lcl., lb.)	Whole Ground
Caraway seed	29
Cominos seed	33
Mustard seed,	
Fancy	22
Yellow Amer.	22
Oregano	43
Coriander,	
Morocco, No. 1	34
Marjoram, French n-q.	24
Sage, Dalmatian,	
No. 1	59

FRESH MEATS... Chicago and outside

CHICAGO

Nov. 20, 1961

CARCASS BEEF

Steers, gen. range: (carlots, lb.)	
Choice, 500/600	39½
Choice, 600/700	39½
Choice, 700/800	39
Good, 500/600	37
Good, 600/700	36½
Bull	32½
Commercial cow	29n
Canner-cutter cow	28

PRIMAL BEEF CUTS

Prime:	(lb.)
Tr. loins, 50/70 (cl.)	68 @ 90
Sq. chux, 70/80	36 @ 37
Armchux, 80/110	34 @ 35½
Ribs, 25/35 (cl.)	53 @ 58
Briskets, (cl.)	27
Navel, no. 1	14½ @ 15½
Flanks, rough no. 1	14 @ 14½

Choice:	
Hindqtrs, 5/700	47 @ 48½
Foreqtrs, 5/800	33
Rounds, 70/90 lbs.	49½ @ 50
Tr. loins, 50/70 (cl.)	61 @ 72
Sq. chux, 70/90	36 @ 37
Armchux, 80/110	34 @ 35½
Ribs, 25/30 (cl.)	53 @ 55
Ribs, 30/35 (cl.)	52 @ 53
Briskets (cl.)	27
Navel, no. 1	14½ @ 15½
Flanks, rough no. 1	14 @ 14½

Good (all wts.):	
Rounds	49 @ 50
Briskets	26 @ 27
Sq. chux	35 @ 37
Ribs	49 @ 51
Loins, trim'd.	56 @ 61

COW, BULL TENDERLOINS

C&C grade, fresh (Job lots, lb.)	
Cow, 3 lb./down	63 @ 67
Cow, 3/4 lbs.	70 @ 74
Cow, 4/5 lbs.	82 @ 85
Cow, 5 lbs./up	92 @ 95
Bulls, 5 lbs./up	92 @ 95

CARCASS LAMB

Prime, 35/45 lbs.	36½ @ 39½
Prime, 45/55 lbs.	36½ @ 39½
Prime, 55/65 lbs.	36½ @ 39½
Choice, 35/45 lbs.	36½ @ 39½
Choice, 45/55 lbs.	36½ @ 39½
Choice, 55/65 lbs.	36½ @ 39½
Good, all wts.	34½ @ 37½

PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass)	Los Angeles	San Francisco	No. Portland
	Nov. 20	Nov. 20	Nov. 20
Choice, 5-600 lbs.	\$40.00@41.00	\$41.00@42.00	\$41.00@43.00
Choice, 6-700 lbs.	38.50@40.50	39.00@41.50	40.50@42.00
Good, 5-600 lbs.	38.00@39.00	38.00@41.00	40.50@42.00
Good, 6-700 lbs.	37.50@38.50	38.00@39.00	39.50@41.50
Stand., 3-600 lbs.	37.00@38.00	38.00@39.00	37.00@39.00
COW:			
Commercial, all wts.	30.50@32.00	30.50@33.50	None quoted
Utility, all wts.	29.50@30.50	30.00@32.00	28.00@32.00
Canner-cutter	28.50@29.50	28.00@30.00	25.00@31.00
Bull, util. & com'l.	36.00@38.00	37.00@39.00	36.00@40.00
FRESH CALF:			
Choice, 200 lbs./dn.	45.00@47.00	None quoted	47.00@53.00
Good, 200 lbs./dn.	42.00@44.00	42.00@45.00	46.00@51.00
LAMB (Carcass):			
Prime, 45-55 lbs.	38.00@40.00	36.00@39.00	35.00@37.00
Prime, 55-65 lbs.	37.00@39.00	34.00@37.00	35.00@37.00
Choice, 45-55 lbs.	38.00@40.00	36.00@39.00	35.00@37.00
Choice, 55-65 lbs.	37.00@39.00	34.00@37.00	35.00@37.00
Good, all wts.	35.50@37.00	33.00@37.00	34.00@36.00
FRESH PORK: (Carcass) (Packer style)			
135-175 lbs. U.S. No. 1-3	None quoted	None quoted	28.00@30.50
LOINS:			
8-12 lbs.	44.00@46.00	45.00@52.00	44.00@48.00
12-16 lbs.	41.00@46.00	44.00@51.00	44.00@48.00
PICNICS:	(Smoked)	(Smoked)	(Smoked)
4-8 lbs.	29.00@39.00	32.00@36.00	30.00@35.00
HAMS:			
12-16 lbs.	45.00@48.00	52.00@55.00	45.00@48.00
16-20 lbs.	43.00@47.00	47.00@52.00	45.00@47.00

NEW YORK

Nov. 21, 1961

CARCASS BEEF AND CUTS

Prime steer:	(cl., lb.)
Hinds, 6/700	50 @ 57
Hinds, 7/800	50 @ 56
Rounds, cut across	
flank off	51 @ 55
Rds., dia. bone, f.o.	52 @ 56
Short loins, untrim.	65 @ 76
Short loins, trim.	92 @ 122
Flanks	15 @ 19
Ribs	53 @ 60
Arm chucks	36 @ 40
Briskets	30 @ 37
Plates	14½ @ 18
Choice steer:	
Carcass, 6/700	42½ @ 43½
Carcass, 7/800	42 @ 43
Carcass, 8/900	41 @ 42
Hinds, 6/700	50 @ 53
Hinds, 7/800	48½ @ 52
flank off	50 @ 55
Rds., dia. bone, f.o.	51 @ 56
Short loins, untrim.	54 @ 63
Short loins, trim.	73 @ 94
Flanks	15 @ 19
Arm chucks	35 @ 39
Ribs	48 @ 56
Briskets	29 @ 36
Plates	14 @ 18

Good steer:	
Carcass, 5/600	40½ @ 42½
Carcass, 6/700	41½ @ 42½
Hinds, 6/700	47½ @ 51
Hinds, 7/800	47½ @ 51
flank off	50 @ 54
Rds., dia. bone, f.o.	51 @ 55
Short loins, untrim.	53 @ 58
Short loins, trim.	62 @ 69
Flanks	15 @ 19
Ribs	48 @ 54
Arm chucks	35 @ 38

PHILA. FRESH MEATS

Nov. 20, 1961

PRIME STEER:	(cl., lb.)
Carcass, 5/700	43 @ 44
Carcass, 7/900	42 @ 43½
Rounds, flank off	52 @ 55
Loins, full, untr.	50 @ 54
Ribs, 7-bone	58 @ 62
Armchux, 5-bone	36 @ 38
Briskets, 5-bone	29 @ 32
CHOICE STEER:	
Carcass, 5/700	42 @ 43½
Carcass, 7/900	40½ @ 43
Rounds, flank off	52 @ 55
Loins, full, untr.	46 @ 48
Loins, full, trim	58 @ 62
Ribs, 7-bone	54 @ 57
Armchux, 5-bone	36 @ 38
Briskets, 5-bone	29 @ 32

GOOD STEER:	
Carcass, 5/700	41½ @ 42½
Carcass, 7/900	41 @ 42
Rounds, flank off	50 @ 52
Loins, full, untr.	45 @ 48
Loins, full, tim.	57 @ 58
Ribs, 7-bone	50 @ 53
Armchux, 5-bone	36 @ 38
Briskets, 5-bone	29 @ 32

COW CARCASS:	
Comm'l., 350/700	31 @ 33
Utility, 350/700	31 @ 32½
Can-cut, 350/700	30½ @ 32

VEAL CARC.: Choice	Good
60/90 lbs.	39@42
90/120 lbs.	49@53
120/150 lbs.	49@53

LAMB CARC.: Pr. & Ch.	Good
35/45 lbs.	39@41
45/55 lbs.	39@40
55/65 lbs.	38@39

CHGO. PORK SAUSAGE

MATERIALS—FRESH

Pork trimmings:	(Job lots)
40% lean, barrels	18½
50% lean, barrels	20½
80% lean, barrels	35
95% lean, barrels	42
Pork head meat	29½
Pork cheek meat	
trimmed barrels	31
Pork cheek meat, untrimmed	29

FANCY MEATS

(Cl., lb.)	
Veal breads, 6/12-oz.	100
12-oz./up	55 @ 58
Beef livers, selected	30
Beef kidneys	30
Oxtails, ¼-lb., frozen	19

VEAL SKIN-OFF

(Carcass prices, cl., lb.)

Prime, 90/120	56 @ 60
Prime, 120/150	55 @ 58
Choice, 90/120	47 @ 50
Choice, 120/150	46 @ 49
Choice calf, all wts.	38 @ 41
Good, 60/90	40 @ 43
Good, 90/120	41 @ 44
Good, 120/150	41 @ 43
Good calf, all wts.	36 @ 39

CARCASS LAMB

(cl., lb.)	
Prime, 30/45	36 @ 42
Prime, 45/55	36 @ 42
Prime, 55/65	36 @ 42
Choice, 30/45	36 @ 42
Choice, 45/55	36 @ 42
Choice, 55/65	36 @ 42
Good, 30/45	34 @ 41
Good, 45/55	33 @ 37
Good, 55/65	32 @ 35

CARCASS BEEF

(Carlots, lb.)

Steer, choice, 6/700	40½ @ 41½
Steer, choice, 7/800	40 @ 41
Steer, choice, 8/900	40 @ 41
Steer, good, 6/700	40 @ 41
Steer, good, 7/800	40 @ 41
Steer, good, 8/900	39 @ 40

PHILA., N. Y. Fresh Pork

PHILADELPHIA:

(cl., lb.)	
Loins, 8/12	42 @ 43
Loins, 12/16	39 @ 41
Boston butts, 4/8	34 @ 36
Spareribs, 3-lb./dn	36 @ 38
Hams, sknd., 10/12	42 @ 44
Hams, sknd., 12/14	41½ @ 43
Picnics, s.s., 4/6	28½ @ 28
Picnics, s.s., 6/8	24½ @ 26
Bellies, 10/14	28½ @ 28
NEW YORK:	
(cl., lb.)	
Loins, 8/12	41½ @ 50
Loins, 12/16	39½ @ 48
Boston butts, 4/8	33 @ 38
Hams, sknd., 12/16	42 @ 50
Spareribs, 3 lb./dn	35 @ 42

PHILA. CARLOT MEATS

Nov. 20, 1961

Steers, choice, 6/700	41½
Steer, choice, 7/800	41
Steer, choice, 8/900	40½
Steer, good, 6/800	40 @ 40½
Steer, standard	38½
Cow, com'l., 500/u	29½ @ 30
Cow, com'l., 400/up	28 @ 30½
Cow, com'l., 8/900	none qtd.
Cow, util., 450/up	none qtd.
Cow, can-cut, 350/up	28½
Bull, can-com'l.	34 @ 34½
Veal, choice, 90/150	none qtd.
Veal, good, 60/150	none qtd.
Veal, stand.	none qtd.
Lamb, ch. & pr., 35/55	38 @ 38½
Pork, U.S. No. 1-2:	
135/155 carcasses	25 @ 27
155/175 carcasses	24½ @ 26

CHGO. FRESH PORK AND PORK PRODUCTS

(Wholesale)

Nov. 20, 1961

Hams, skinned, 10/12	46
Hams, skinned, 12/14	42½
Hams, skinned, 14/16	41
Picnics, 6/8 lbs.	24
Picnics, 8/8 lbs.	23½
Pork loins, boneless	59
Shoulders, 16/dn.	28
(Job lots, lb.)	
Pork livers, fresh	12½ @ 13
Tenderloins, fresh, 10's	6 @ 70
Neck bones, bbls.	9 @ 10
Feet, s.c., bbls.	6½ @ 7

PORK AND LARD... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis Chicago price zone, Nov. 21, 1961)

SKINNED HAMS			BELLIES		
F.F.A. or fresh	10/12	Frozen	F.F.A. or fresh	6/8	Frozen
45	41 1/4	41 1/4	27 1/2	8/10	27 1/2
41 1/4 @ 41 1/4	12/14	39 1/4 @ 40	26	10/12	26
40	14/16	39 1/4 @ 40	23 1/2	12/14	25 1/4
39 1/2 @ 40	16/18	39 1/2 @ 40	23 1/2	14/16	23 1/2
39 1/2 @ 40	18/20	39 1/2 @ 40	23	16/18	23
39 1/2	20/22	39 1/2	21 1/2	18/20	21 1/2
37 1/2	22/24	37 1/2	D.S. BRANDED BELLIES (CURED)		
36 1/2	24/26	36 1/2	n.q.	20/25	24n
36 1/2	25/30	36 1/2	n.q.	25/30	23n
34 1/2	25/up, 2s in	34 1/2	G.A., frozen, fresh	D.S. Clear	
PICNICS			17	20/25	20 1/2n
F.F.A. or fresh	4/6	Frozen	15 1/2	25/30	20 1/2n
23	6/8	22 1/2	15	30/35	19n
22 1/2	8/10	22n	14 1/2	35/40	18
22	10/12	22n	13 1/2	40/50	16n
21	f.f.a. 8/up 2s in	21n	FAT BACKS		
21 1/2	fresh 8/up 2s in	n.q.	Frozen or fresh	Cured	
FRESH PORK CUTS			7 1/2n	6/8	9n
Job Lot	Car Lot		7 1/2n	8/10	9 1/2
42 @ 43	Loins, 12/dn	41 1/4	8 1/2n	10/12	11 1/4
41	Loins, 12/16	40	9 1/2n	12/14	12 1/4
36	Loins, 16/20	35n	9 3/4n	14/16	14
34	Loins, 20/up	32 1/2 @ 33 1/2	11n	16/18	14 1/2
32 1/2 @ 33	Butts, 4/8	29 1/2	11 1/2n	18/20	15
31	Butts, 8/12	29n	12 1/2n	20/25	15 1/2
31	Butts, 8/up	29n	OTHER CELLAR CUTS		
32 @ 33	Ribs, 3/dn	28	Frozen or fresh	Cured	
29	Ribs, 3/5	28 1/2	13 1/2	Sq. Jowls, boxed	n.q.
21	Ribs, 5/up	19 1/2	10 1/2	Jowl Butts, loose	11 1/2n
a-asked, b-bid, n-nominal			11	Jowl Butts, boxed	n.q.

LARD FUTURES PRICES

(Drum contract basis)

FRIDAY, NOV. 17, 1961

	Open	High	Low	Close
Dec.	9.45	9.45	9.30	9.30b
Jan.	9.30	9.32	9.27	9.27b
Mar.	9.50	9.55	9.50	9.55
May	...	...	...	9.75b

Sales: 1,140,000 lbs.

Open interest at close, Thurs., Nov. 16: Nov., 50; Dec., 434; Jan., 62; Mar., 80, and May, 22 lots.

MONDAY, NOV. 20, 1961

	Dec.	9.27	9.27	9.20	9.20b
	Jan.	9.20	9.20	9.17	9.20b
	Mar.	9.52	9.52	9.35	9.47a
	May	9.65b

Sales: 1,400,000 lbs.

Open interest at close, Fri., Nov. 17: Nov., 49; Dec., 429; Jan., 64; Mar., 82, and May, 22 lots.

TUESDAY, NOV. 21, 1961

	Dec.	9.26	9.30	9.27	9.30a
	Jan.	9.30b
	Mar.	9.40	9.57	9.40	9.57a
	May	9.72b

Sales: 400,000 lbs.

Open interest at close, Mon., Nov. 20: Nov., 49; Dec., 421; Jan., 64; Mar., 83, and May, 22 lots.

WEDNESDAY, NOV. 22, 1961

	Dec.	9.37	9.40	9.27	9.27
	Jan.	9.30	9.30	9.30	9.30
	Mar.	9.60	9.65	9.52	9.52a
	May	9.77	9.77	9.75	9.75a
	July	9.75	9.75	9.75	9.75

Sales: 960,000 lbs.

Open interest at close, Tues., Nov. 21: Nov., 49; Dec., 420; Jan., 64; Mar., 82, and May, 22 lots.

THURSDAY, NOV. 23, 1961

Thanksgiving Day
No trading in lard futures.

CHICAGO LARD STOCKS

Stocks of drummed lard in Chicago were reported in pounds by the Board of Trade as follows:

	Nov. 17, 1961	Nov. 18, 1961
P.S. lard (a)	394,902	1,837,745
P.S. lard (b)	2,960,000	1,837,745
D.R. lard (a)	80,803	560,635
D.R. lard (b)	5,760,000	2,398,380
TOTAL LARD	9,195,705	2,398,380
(a) Made since Oct. 1, 1961.		
(b) Made previous to Oct. 1, 1961.		

PET FOOD OUTPUT

Canned food and canned or fresh frozen food component for dogs, cats and like animals, prepared under government inspection totaled 7,587,672 lbs. in the week ended November 24.

MEATS DIP AGAIN

The decline in meats, which had been temporarily checked, set in again last week as the average wholesale price index settled a shade to 93.6 from 93.9 for the previous week. By the same token, the meat index for the week ended November 14, was sharply below last year's 96.2 for the corresponding period. Meanwhile, the primary market price index rose to 118.7 from 118.5 for the previous week and from 119.6 a year ago.

L'GHTER HOG MARGINS IMPROVED THIS WEEK

(Chicago costs, credits and realizations for Monday)

Markups in lean cuts, coupled with a lower market for light and mediumweight hogs, accounted for the new narrowing of the minus cut-out margins on the two classes of porkers. Meanwhile, fat cuts from the larger hogs, averaging lower than last week, along with higher live costs, spelled another set-back in margins on the heavyweights.

	-180-220 lbs. Value	-220-240 lbs. Value	-240-270 lbs. Value
	per cwt. alive	per cwt. fin. yield	per cwt. fin. yield
Lean cuts	\$11.83	\$17.03	\$11.80
Fat cuts, lard	4.47	6.47	4.52
Ribs, trimmings, etc.	1.99	2.85	1.91
Cost of hogs	16.62	16.38	16.05
Condemnation loss	.08	.08	.08
Handling, overhead	2.86	2.60	2.34
TOTAL COST	19.56	28.14	19.06
TOTAL VALUE	18.29	26.35	17.63
Cutting margin	-1.27	-1.79	-1.43
Margin last week	-1.55	-2.19	-1.70

PACIFIC COAST WHOLESALE LARD PRICES

	Los Angeles	San Francisco	No. Portland
	Nov. 20	Nov. 20	Nov. 20
1-lb. cartons	17.00 @ 18.50	17.00 @ 19.00	15.00 @ 17.75
50-lb. cartons & cans	16.00 @ 18.00	None quoted	None quoted
Tierces	15.00 @ 17.75	None quoted	None quoted

PACKERS' WHOLESALE LARD PRICES

Tuesday, Nov. 21, 1961

Refined lard, drums, f.o.b. Chicago	\$12.37
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	11.87
Kettle rendered, 50-lb. tins, f.o.b. Chicago	13.87
Leaf, kettle rendered, drums, f.o.b. Chicago	13.37
Lard flakes	13.12
Standard shortening, North & South, delivered	20.50
Hydrogenated shortening, N. & S., drums, del'vd.	20.75

WEEK'S LARD PRICES

	P.S. or Dry	Ref. in
	50-lb. D.R. rend.	50-lb. cash loose
	tierces (Bd. Trd.)	(Mkt.)
Nov. 17	8.50n	8.62
Nov. 20	8.50n	8.62
Nov. 21	8.50n	8.62
Nov. 22	8.50	8.62
Nov. 23	Holiday, no trading.	
Note: add 1/4¢ to all lard prices ending in 2 or 7.		
n-nominal, a-asked, b-bid		

HOG-CORN RATIOS COMPARED

Hog prices worked lower and corn moved upward to register a hog-corn ratio of 14.8 for the week ended November 18. Down from 15.2 for the previous week, last week's ratio compared with last year's ratio of 18.9 for the same November week. The average price on No. 3 yellow corn at Chicago rose to \$1.03 from \$1.087 for the previous week and compared with \$0.934 for the same period of 1960.

VEGETABLES OILS

Tuesday, Nov. 21, 1961

Crude cottonseed oil, f.o.b. Valley	12 1/4
Southeast	12 1/4
Texas	12 1/4 @ 12 1/4
Corn oil in tanks, f.o.b. mills	20 1/4
Soybean oil, f.o.b. Decatur	10.37 @ 10.42
Peanut oil, f.o.b. mills	18a
Coconut oil, f.o.b. Pacific Coast	10 1/4
Cottonseed foots: Midwest, West Coast	1 1/4
East	1 1/4
Soybean foots: Midwest	1 1/4

OLEOMARGARINE

Tuesday, Nov. 21, 1961

White dom. veg., solids	25 1/4
30-lb. cartons	25 1/4
Yellow quarters, 30-lb. cartons	27 1/4
Milk-churned pastry, 750-lb. lots, 30's	24 1/4
Water churned pastry, 750-lb. lots, 30's	25 1/4
Bakers, drums, tons	29

OLEO OILS

Prime oleo stearine, bags	11 1/4
Extra oleo oil (drums)	16 1/4
Prime oleo oil (drums)	16

N. Y. COTTONSEED OIL CLOSINGS

Closing cottonseed oil futures in New York were as follows:
Nov. 17-Dec., 14.05; Mar., 14.05;
May, 13.98b-99a; July, 13.98; Sept., 13.65b-90a, and Oct., 13.48.
Nov. 20-Dec., 14.09; Mar., 13.98;
May, 13.97b-14.00a; July, 13.98b-97a; Sept., 13.55b-75a, and Oct., 13.35b-45a.
Nov. 21-Dec., 14.16b-18a; Mar., 14.16-15; May, 14.15; July, 14.15-14a; Sept., 13.69b, and Oct., 13.35b-63a.
Nov. 22-Dec., 14.27b-30a; Mar., 14.23; May, 14.23-21; July, 14.15b-26a; Sept., 13.65b, and Oct., 13.35b.
Nov. 23-Thanksgiving Day, no trading in cottonseed oil futures.
b-bid, a-asked, n-nominal.

BY-PRODUCTS... FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)

Tuesday, Nov. 21, 1961

BLOOD

Unground, per unit of ammonia, bulk \$6.50n

DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose
Low test 6.75@ 7.00n
Med. test 6.50@ 6.75n
High test 6.25@ 6.50n

PACKINGHOUSE FEEDS

30% meat, bone scraps, bagged	Carlots, ton	72.50@ 82.50
30% meat, bone scraps, bulk		75.00@ 77.50
30% digester tankage, bagged		85.00@ 90.00
30% digester tankage, bulk		82.50@ 85.00
30% blood meal, bagged		130.00@ 135.00
Steamed bone meal, 50-lb. bags (specially prepared)		95.00@ 97.50
30% steamed bone meal, bagged		90.00@ 95.00

FERTILIZER MATERIALS

Feather tankage, ground
per unit ammonia (85% prot.) *4.75
Roof meal, per unit ammonia .. 16.00

DRY RENDERED TANKAGE

Low test, per unit protein 1.35@ 1.40n
Medium test, per unit prot. 1.35n
High test, per unit prot. 1.25@ 1.30n

GELATIN AND GLUE STOCKS

Bone stock, (gelatin), ton	15.00
Jaw, feet (non gel.) ton	4.50
Trim bone, ton	4.00@ 8.00
Pigskins (gelatin), lb. (cl)	5¼@ 6

ANIMAL HAIR

Winter, coil-dried, c.a.f. mid-east, ton	60.00@ 80.00
Winter, coil-dried, mid-west, ton	65.00@ 70.00
Cattle switches, piece	1½@ 2¼
Winter processed (Nov.-Mar.) gray, lb.	6@ 7
*Del. mid-west †del. mid-east, n-nom., a-asked	

TALLOW and GREASES

Tuesday, Nov. 21, 1961

On Thursday of last week, a moderate volume of trading was reported in the inedible fats market. Some bleachable fancy tallow sold at 5½¢, c.a.f. New York, paid for regular stock; and high titre bleachable fancy tallow sold at 5¾¢, also c.a.f. East. Prime tallow sold at 4¾¢ and 4⅞¢, c.a.f. Chicago. Prime tallow also sold at 5½¢, and special tallow at 5¼¢, c.a.f. New York. Edible tallow was sought at 7¾¢, f.o.b. Denver, and at 7½¢, f.o.b. River.

The inedible tallow and grease market maintained its firm undertone on Friday, as offers were difficult to come by; consequently, some users raised their ideas. However, some trading developed at higher levels. Bleachable fancy tallow, regular stock, sold at 5½¢, prime tallow at 4⅞¢, special tallow at 4⅞¢, and yellow grease at 4⅞¢, all c.a.f. Chicago. Some choice white grease, all hog, sold for quick shipment at 7½¢, c.a.f. Chicago. Edible tallow sold at 8½¢, c.a.f. Chicago.

Bleachable fancy tallow, regular stock, sold on Monday of the new week at 5½¢, c.a.f. Chicago, with bids out for more. Special tallow met inquiry at 4⅞¢, also c.a.f. Chicago, on regular stock; some low acid material traded ⅛¢ higher. Choice white grease, all hog, was bid at 7¢, delivered Chicago, and offered at 7½¢. Other inedible fats were sought at the last traded prices; however, offers remained on the light side. No significant changes were reported in edible tallow; inquiry was still apparent at 8¢, c.a.f. Chicago, 7¾¢, f.o.b. Denver, and 7½¢, f.o.b. River.

Only sparse action was reported at midweek. Bleachable fancy tallow sold at 5½¢, c.a.f. Chicago. Additional offerings were held ⅛¢ higher. Prime tallow traded at 4⅞¢, and special tallow at 4⅞¢, also c.a.f. Chicago. Bleachable fancy tallow was sought at 5½¢@5⅞¢, c.a.f. New York, and the outside price was for the higher titre stock. Bleachable fancy tallow also met buying interest at 5½¢, c.a.f. Avondale, La. Edible tallow was bid at 8¢, Chicago, and offered at 8¼¢. Some yellow grease changed

No. 5
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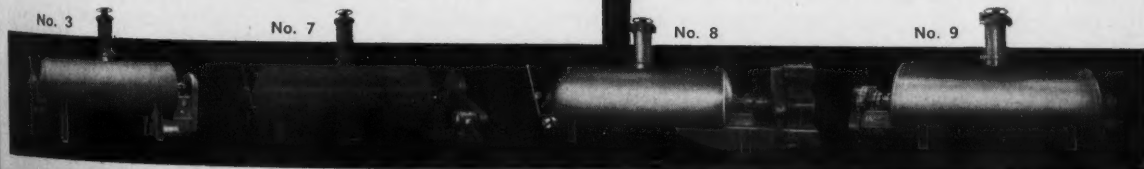
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No. 3

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No. 9



hands at 43¢, and house grease at 47½¢, c.a.f. Chicago. Edible tallow sold at 7½¢, f.o.b. Denver.

TALLOW: Tuesday's quotations: edible tallow, 7¾¢, f.o.b. River, and 8½¢, Chicago basis; original fancy tallow, 5½¢; bleachable fancy tallow, 5½¢; prime tallow, 4½¢; special tallow, 4½¢; No. 1 tallow, 4½¢, and No. 2 tallow, 3½¢.

GREASES: Tuesday's quotations: choice white grease, all hog, 7½¢ asked; b-white grease, 4½¢; yellow grease, 4½¢, and house grease, 4½¢.

EASTERN BY-PRODUCTS

New York, Nov. 21, 1961
Dried blood was quoted today at \$5.50@5.75 per unit of ammonia. Wet rendered tankage was listed at \$5.50 per unit of ammonia and dry rendered tankage was priced at \$1.20 per protein unit.

New Hog Cholera Program May Help Pork Exports, Says FAS

The new hog cholera eradication program in the United States as authorized by the enactment of Public Law 87-209 may increase pork exports, the Foreign Agricultural Service believes. Value of the foreign market lost to U.S. producers because of the disease was estimated at about \$15,000,000 annually. Eleven countries ban or restrict pork imports from the U.S.

The new legislation authorizes the U.S. Department of Agriculture to prohibit or restrict interstate movement of "live" hog cholera virus. Use of the vaccine is considered dangerous because it can become a factor in the spread of the disease. Safe vaccines that confer immunization are available and 39 states already ban or restrict the use of live viruses for immunization.

The new hog cholera eradication program is designed further to reduce the incidence of the disease among U.S. hogs, which is now at a 13-year low, and may eventually lead to its eradication.

CHICAGO HIDES

Tuesday, Nov. 21, 1961

BIG PACKER HIDES: Steady prices were maintained last week and an estimated 90,000 hides sold, including bookings to packers' tanning subsidiaries. Demand was certainly not as urgent as during recent weeks and, at the close of the week, only hides at picked points were quoted at steady price levels. About 27,000 River and low freight heavy native steers sold at 16@16½¢, respectively. Also 1,000 River light and

ex-light native steers sold steady at 21@22½¢. Another sale involved 600 Kansas City-St. Louis ex-light native steers at 24¢. Branded steers were steady, butts at 15¢ and Colorado steers at 14¢.

A fair trade was noted in River heavy native cows at 17¢, with the Northern types in limited demand. Trading was light in light natives, with St. Paul types going at 20½¢, and heavy average River at 22½¢, both steady with last sales. Northern branded cows moved fairly well at 15½¢, steady.

The market was quiet on Monday of this week, with no bids reported. Traders called the undertone in heavy hides soft. Late Tuesday, a fair trade developed in some selections at ½¢ declines. Earlier in the day, there were resale offerings of these selections at ½¢ lower prices.

SMALL PACKER AND COUNTRY HIDES: Trading was limited this week in the Midwestern small packer market. Offerings were at steady levels, with some held higher, while tanner buying interest was lacking. A few cars of Midwestern 30/50 44's recently sold at 23½¢, Chicago freight but, later, inquiry dropped to around 22@22½¢. The 50/52-lb. allweights continued quiet and were pegged at 17@18¢ nominal. The 60/62's were also dull this week at 14½@15½¢.

Country hides were steady to a shade easier. Locker-butcher 50/52's were listed steady at 15½@16½¢, f.o.b. Midwestern shipping points. Same average renderers were nominal at 14½@15¢. The 48/50-lb. No. 3's held steady at 12@12½¢. Choice, trimmed Northern horsehides were steady at 7.25@7.50, as were ordinary lots at 5.50@6.00.

CALFSKINS AND KIPSKINS: No new developments were reported in big packer calfskins and kipskins. On the basis of last volume sales, big packer Northern light calf was quoted at 60¢, with heavies at 65¢. Some Milwaukee heavies sold recently at 62½¢, along with lights at 60¢. The River kip market was quoted at 50¢ nominal, with overweights at 43¢, also nominal. A car of Oklahoma City kips and overweights recently sold at 49¢ and 42¢.

Regular slunks were slow and nominal at 1.80, this week. Small packer allweight calf was steady at 45@48¢ nominal. Allweight small packer kips were also steady at 38@40¢. Country allweight calf held steady in a range of 31@33¢, and allweight kips were nominal at 27@29¢.

SHEARLINGS: Trading was scant in this category and price changes were insignificant again this week.

No. 1 shearlings showed a tinge of strength on a few sales of Northern-Rivers at .80@1.00. Northern-River No. 2's were again steady at .55@.60, and some No. 3's were reported available at .35. Southwestern No. 1's moved mostly at 1.60@1.65, and No. 2's were quoted steady at .70@.75.

Northern-River fall clips were still pegged at 1.70@1.80, with more emphasis this week on the outside price. Southwestern clips were bringing 1.90@2.00. November wool pelts were still pegged at 2.25, per cwt. liveweight basis last sales, but sellers were hoping to duplicate or better this price when December pelts are offered. Full wool dry pelts continued soft at .18@.20, quality considered. Pickled skins held steady, lambs at 11.00, and sheep at 13.25, per dozen.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Tuesday, Nov. 21, 1961	Cor. date
Lgt. native steers	21n	16½@17n
Hvy. nat. steers	15½@16	13½@14
Ex. lgt. nat. steers	22½n	12n
Butt-brand. steers	14½	12n
Colorado steers	13½	11
Hvy. Texas steers	14½n	11½n
Light Texas steers	19n	16½n
Ex. lgt. Texas steers	20½n	18n
Heavy native cows	16½@17	14n
Light nat. cows	20½@22½n	16@17n
Branded cows	15½@16½n	12½@14
Native bulls	11½n	9½@10n
Branded bulls	10½n	8½@9n
Calfskins:		
Northern, 10/15 lbs.	65n	50n
10 lbs./down	60n	50½n
Kips, Northern native, 15/25 lbs.	50n	44n

SMALL PACKER HIDES

STEERS AND COWS:			
60/62-lb. avg.	14½@15½n	11½@12n	
50/52-lb. avg.	17@18n	13½@14n	

SMALL PACKER SKINS

Calfskins, all wts.	.45 @48n	40 @41n
Kipskins, all wts.	.38 @40n	31 @32n

SHEEPSKINS

Packer shearlings:			
No. 1	.80@1.00	.75@.80	
No. 2	.55@.60	.50@.55	
Dry Pelts	.18@.20n	.16@.18n	
Horsehides, untrim.	8.00@8.25n	8.00@8.25n	
Horsehides, trim.	7.25@7.50n	7.75@8.00n	
n-nominal			

N. Y. HIDE FUTURES

Friday, Nov. 17, 1961

	Open	High	Low	Close
Jan.	17.66	17.71	17.65	17.71
Apr.	17.00	17.10	17.00	17.10
July	16.79b	16.90	16.90	16.90
Oct.	16.59b			16.65b
Jan.	16.30b			16.35b

Sales: 23 lots.

Monday, Nov. 20, 1961

	Open	High	Low	Close
Jan.	17.80	17.80	17.66	17.75
Apr.	17.10b	17.10	17.05	17.11b
July	16.85b			16.85b
Oct.	16.60b			16.60b
Jan.	16.35b			16.30b

Sales: 24 lots.

Tuesday, Nov. 21, 1961

	Open	High	Low	Close
Jan.	17.89	18.08	17.88	18.06
Apr.	17.20	17.36	17.20	17.36
July	16.96	17.05	16.95	17.06b
Oct.	16.66b			16.70b
Jan.	16.20b			16.30b

Sales: 52 lots.

Wednesday, Nov. 22, 1961

	Open	High	Low	Close
Jan.	18.01b	18.06	18.02	18.06
Apr.	17.26b	17.40	17.33	17.40
July	16.96b			17.06b
Oct.	16.67b			16.85b
Jan.	16.37b			16.50b

Sales: 8 lots.

Thursday, Nov. 23, 1961

Thanksgiving Day
No trading in hide futures.

LIVESTOCK MARKETS... Weekly Review

University of Nebraska Professor Predicts That Bulls Will Replace Steers in American Feedlots

Within 10 years bulls will be replacing steers in American feedlots. This is the belief of Dr. Robert Koch, chairman of the animal husbandry department of the University of Nebraska, who saw the makings of such a trend during a recent tour of European research farms and stations. Europeans, he noted, take it more or less as an accepted fact.

He said the swing to the use of bulls for beef fattening is tied to one unmistakable trend observed over most of Europe. That is the development of a distinct demand for lean meat. Bulls provide at least a partial answer to the demand for lean meat because their carcasses contain less fat and at the same time bulls have a greater efficiency for feed conversion.

However, Dr. Koch hastened to add that there are certain marked differences in farming and feeding practices here and in Europe, which might be difficult to reconcile. Size of farms and operations make up one factor and the aims of feeding and breeding animals another. Also, much meat is eaten as sausage in many European countries where the general practice is not to cut meat to a price.

In most European countries Dr. Koch found cattle to be mostly dual purpose, with France being one notable exception. There he saw excellent quality Charolais cattle being raised for beef alone.

Seven-State Count of Sheep on Feed Nov. 1, Down 6 Per Cent From Same Date, Last Year

Sheep and lambs on feed for market in seven major feeding states totaled 2,431,000 head on November 1, according to the Crop Reporting Board. This was 6 per cent fewer than the 2,590,000 head on feed in the area a year earlier. The number of sheep and lambs on feed decreased in three of the seven states—Nebraska, 18 per cent; Iowa, 17 per cent, and Colorado, 12 per cent. States showing increases were: Kansas, 19 per cent; California, 9 per cent; Texas, 5 per cent, and South Dakota, 2 per cent.

Of the sheep and lambs on feed November 1, in the seven states, those weighing less than 60 lbs. accounted for 6 per cent of the total compared with 5 per cent on November 1, 1960. Stock in the 60- to 79-lb. weight group made up 53 per cent of the total against 55 per cent a year earlier. The number weighing 80-99 lbs. at 37 per cent compared with 36 per cent of the total last year, while those in the 100 lbs. up group comprised 4 per cent—the same as a year earlier.

SLAUGHTER STEERS AND HEIFERS

Steers and heifers sold out of first hands for slaughter at seven markets in October, 1961-60; numbers, costs and percentages are shown below as follows:

STEERS, OCTOBER, 1961-60						
Grade	Number of head		Per cent of total		Av. price cwt.	
	Oct. 1961	Oct. 1960	Oct. 1961	Oct. 1960	Oct. 1961	Oct. 1960
Prime	23,449	19,437	6.2	5.8	\$25.17	\$25.84
Choice	218,663	189,717	58.2	56.2	24.16	24.46
Good	114,241	110,165	30.4	32.6	23.13	23.02
Standard	16,745	15,058	4.5	4.5	21.32	20.39
Commercial	57	9	.0	.0	20.69	20.12
Utility	2,428	3,013	.7	.9	19.73	18.49
All grades	375,583	337,399			23.79	23.89
HEIFERS, OCTOBER, 1961-60						
Grade	Number of head		Per cent of total		Av. price cwt.	
	Oct. 1961	Oct. 1960	Oct. 1961	Oct. 1960	Oct. 1961	Oct. 1960
Prime	3,763	2,925	2.3	1.9	\$23.78	\$24.38
Choice	101,021	90,063	61.7	59.1	23.07	23.18
Good	51,168	53,262	31.2	35.0	22.15	21.81
Standard	6,464	5,014	4.0	3.3	20.47	19.21
Utility	1,360	1,109	.8	.7	18.26	16.58
All grades	163,776	152,373			22.67	22.58

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Monday, November 20, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

	N.S. Yds	Chicago	Sioux City	Omaha	St. Paul
HOGS:					
BARROWS & GILTS:					
U.S. No. 1:					
180-200			\$15.25-15.65		\$15.75-16.25
200-220			15.35-15.65	\$15.60-15.75	16.00-16.25
220-240			15.35-15.65	15.60-15.75	16.00-16.25
U.S. No. 2:					
180-200			15.25-15.65		
200-220			15.35-15.75		16.00-16.25
220-240			15.35-15.75		16.00-16.25
240-270					
U.S. No. 3:					
200-220	\$16.40-16.65				15.75-16.00
220-240	16.00-16.65	\$16.00-16.35			15.25-16.00
240-270	15.75-16.25	15.75-16.15			15.00-15.50
270-300		15.50-15.75			14.50-15.25
U.S. No. 1-2:					
180-200	16.75-17.00	16.75-17.00	15.25-15.65	15.00-15.75	15.75-16.25
200-220	16.75-17.00	16.75-17.00	15.35-15.75	15.50-15.75	16.00-16.25
220-240	16.60-17.00	16.50-16.75	15.35-15.75	15.50-15.75	16.00-16.25
U.S. No. 2-3:					
200-220	16.50-16.75	16.25-16.50	15.25-15.50	15.50	15.75-16.00
220-240	16.25-16.75	16.00-16.50	15.25-15.50	15.25-15.50	15.25-16.00
240-270	15.75-16.50	15.75-16.25	15.10-15.50	15.00-15.50	15.00-15.50
270-300		15.50-16.00	14.75-15.25	14.75-15.25	14.50-15.25
U.S. No. 1-2-3:					
180-200	16.60-16.85	16.50-16.75	15.25-15.65	15.00-15.50	15.75-16.00
200-220	16.60-16.85	16.50-16.75	15.25-15.65	15.00-15.75	15.75-16.00
220-240	16.25-16.85	16.25-16.75	15.25-15.65	15.50-15.75	15.25-16.00
240-270	15.75-16.50	16.00-16.35	15.10-15.50	15.25-15.50	15.25-16.00
SOWS:					
U.S. No. 1-2-3:					
180-270	15.25-15.50		14.50	14.75	14.50-14.75
270-330	15.00-15.50		14.25-14.50	14.25-14.75	14.50-14.75
330-400	14.25-15.50	13.75-14.50	13.75-14.25	14.00-14.50	13.75-14.50
400-550	13.50-14.50	13.00-13.75	12.75-14.00	13.25-14.00	13.25-14.25
SLAUGHTER CATTLE & CALVES:					
STEERS:					
Prime:					
900-1100		25.75-26.75	25.75-26.25	25.50-16.25	
1100-1300		26.00-27.25	25.75-26.25	25.75-16.25	
1300-1500		25.00-27.25	24.75-26.25	24.50-26.25	
Choice:					
700-900	25.00-26.00	25.00-26.00	24.50-25.75		24.75-26.00
900-1100	24.75-26.00	25.00-26.00	24.50-25.75	24.25-26.00	24.75-26.00
1100-1300	24.00-26.00	25.00-26.25	24.50-25.75	24.25-26.00	24.50-25.75
1300-1500	23.50-25.00	24.00-26.00	24.00-25.75	23.25-25.75	24.00-25.25
Good:					
700-900	23.50-25.00	23.00-25.00	23.00-24.50	22.75-24.50	23.75-24.75
900-1100	23.00-25.00	23.25-25.25	23.00-24.50	22.75-24.50	23.50-24.75
1100-1300	22.75-24.75	23.00-25.00	23.00-24.50	22.50-24.50	23.25-24.75
Standard, all wts.	20.50-23.50	21.50-23.25	21.75-23.00	21.00-22.75	21.00-23.75
Utility, all wts.	19.00-21.00	19.50-21.50	19.00-21.75	19.75-21.25	18.50-21.00
HEIFERS:					
Prime:					
900-1100			24.00-24.50	24.25-25.00	
Choice:					
700-900	24.00-24.75	23.75-24.75	23.00-24.25	23.25-24.50	23.50-24.25
900-1100	23.75-24.75	23.75-24.75	23.00-24.25	23.00-24.50	23.50-24.25
Good:					
600-800	22.75-24.00	22.75-23.75	22.00-23.00	21.75-23.50	22.50-23.50
800-1000	22.50-24.00	22.75-23.75	22.00-23.00	21.50-23.50	22.50-23.50
Standard, all wts.	20.00-22.75	19.50-22.75	20.00-22.25	19.50-21.75	20.00-22.50
Utility, all wts.	18.50-20.00	16.50-19.50	18.50-20.00	18.00-19.50	17.00-20.00
COWS, all wts.:					
Commercial	15.50-16.50	15.25-16.75	14.75-16.50	15.50-16.50	15.00-16.00
Utility	14.50-16.00	14.25-15.75	14.00-15.25	14.00-15.75	14.00-15.00
Cutter	13.00-15.00	13.25-14.75	13.50-14.25	13.00-14.25	12.00-14.00
Canner	12.00-13.50	11.75-13.50	12.00-13.75	12.00-13.25	11.00-12.00
BULLS (Yrs. Excl.) All Weights:					
Commercial	18.00-19.50	16.00-19.50	18.00-19.00	15.50-19.00	18.00-18.50
Utility	17.50-19.50	18.00-20.25	18.00-19.00	16.50-18.75	18.50-19.50
Cutter	15.50-17.50	16.50-18.00	16.50-18.00	15.00-17.00	16.50-18.50
VEALERS, All Weights:					
Ch. & pr.	32.00			25.00	26.00-31.00
Std. & gd.	20.00-29.00	19.00-25.00		18.00-23.50	17.00-26.00
CALVES (500 Lbs. Down):					
Choice	20.00-23.00				21.00-23.00
Std. & gd.	16.00-21.00				17.00-21.00
SHEEP & LAMBS:					
LAMBS (110 Lbs. Down):					
Prime	17.00-17.50	16.50-17.75	17.00-17.50	17.00-17.25	17.00-17.25
Choice	15.50-17.00	15.50-17.75	16.25-17.50	15.50-17.25	16.50-17.00
Good	14.50-16.00	14.50-15.75	15.00-16.25	14.25-15.75	14.50-16.50
LAMBS (105 Lbs. Down) (Shorn):					
Prime		16.50-17.00	16.25-16.75	16.00-16.25	
Choice	16.00-16.50	15.50-17.00	15.75-16.75	14.75-16.25	16.00
Good			15.00-15.50		15.00
EWES (Woolled):					
Gd. & ch.	4.00-5.00	4.00-5.50		4.00-6.75	4.00-5.00
Cull & util.	4.00-5.00	4.00-5.50	3.50-5.50	4.00-6.25	4.50-6.00

CORN BELT DIRECT TRADING

Des Moines, Nov. 21— Prices on hogs at 15 plants and about 30 concentration yards in interior Iowa and Southern Minnesota, as quoted by the USDA:

BARROWS & GILTS: Cwt.			
U.S. No. 1,	200-220	16.00@17.00	
U.S. No. 1,	220-240	15.00@15.75	
U.S. No. 2,	200-220	14.75@15.50	
U.S. No. 2,	220-240	14.75@15.40	
U.S. No. 2,	240-270	14.40@15.20	
U.S. No. 3,	200-220	14.45@15.00	
U.S. No. 3,	220-240	14.45@14.90	
U.S. No. 3,	240-270	14.10@14.75	
U.S. No. 3,	270-300	13.65@14.40	
U.S. No. 1-2,	200-220	15.00@15.75	
U.S. No. 1-2,	220-240	15.00@15.65	
U.S. No. 2-3,	200-220	14.75@15.25	
U.S. No. 2-3,	220-240	14.50@15.15	
U.S. No. 2-3,	240-270	14.20@15.00	
U.S. No. 2-3,	270-300	14.00@14.75	
U.S. No. 1-3,	180-200	13.10@15.25	
U.S. No. 1-3,	200-220	14.75@15.50	
U.S. No. 1-3,	220-240	14.75@15.40	
U.S. No. 1-3,	240-270	14.40@15.20	

SOWS: U.S. No. 1-3, 270-330 13.70@15.00
U.S. No. 1-3, 330-400 13.70@14.50
U.S. No. 1-3, 400-550 11.75@14.00

Corn Belt hog receipts, as reported by the USDA:

	This week est.	Last week actual	Last year actual
Nov. 16 ...	73,000	69,000	52,000
Nov. 17 ...	83,000	44,000	35,000
Nov. 18 ...	40,000	15,000	31,000
Nov. 20 ...	82,000	86,000	91,000
Nov. 21 ...	70,000	78,000	85,000

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph, Monday, Nov. 20 were as follows:

CATTLE: Cwt.			
Steers, ch. & pr.	..	\$24.00@26.00	
Steers, good	.....	22.50@24.00	
Heifers, gd. & ch.	..	22.00@22.25	
Cows, util. & com'l.	..	14.00@16.50	
Cows, can. & cut.	..	12.00@14.25	
Bulls, util. & com'l.	..	16.00@18.25	

VEALERS: Cwt.			
Vealers, gd. & ch.	..	23.00@26.00	
Calves, gd. & ch.	..	20.00@22.50	

BARROWS & GILTS: Cwt.			
U.S. No. 3,	220/240	15.25@15.60	
U.S. No. 3,	240/270	15.25@15.60	
U.S. No. 3,	270/300	15.25@15.50	
U.S. No. 1-2,	180/200	15.75@16.00	
U.S. No. 1-2,	200/220	16.00@16.15	
U.S. No. 1-2,	220/240	15.75@16.00	
U.S. No. 2-3,	200/220	15.40@15.75	
U.S. No. 2-3,	220/240	15.40@15.75	
U.S. No. 2-3,	240/270	15.25@15.50	
U.S. No. 1-3,	180/200	15.50@16.00	
U.S. No. 1-3,	200/220	15.50@16.00	
U.S. No. 1-3,	220/240	15.50@16.00	
U.S. No. 1-3,	240/270	15.25@15.75	

SOWS, U.S. No. 1-3:			
270/330 lbs.	.....	14.50@15.00	
330/400 lbs.	.....	14.00@15.00	
400/550 lbs.	.....	13.50@14.00	

LAMBS: Cwt.			
Choice & prime	....	16.50@17.00	
Good & choice	....	15.00@16.00	

LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Monday, Nov. 20 were as follows:

CATTLE: Cwt.			
Steers, gd. & ch.	..	22.50@25.50	
Steers, std. & gd.	..	none qtd.	
Heifers, gd. & ch.	..	21.50@24.00	
Cows, cut. & util.	..	14.50@16.00	
Cows, can. & cut.	..	12.50@14.50	

BARROWS & GILTS: Cwt.			
U.S. No. 1-2,	200/225	16.10@16.35	
U.S. No. 1-3,	190/240	15.75@16.25	
U.S. No. 2-3,	200/285	none qtd.	

SOWS: Cwt.			
U.S. No. 2-3,	270/350	12.50@13.75	
U.S. No. 2-3,	405/520	12.50@13.75	

LAMBS: Cwt.			
Choice & prime	....	16.00@17.50	
Good & choice	....	15.25@17.00	

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis, Monday, Nov. 20 were as follows:

CATTLE: Cwt.			
Steers, ch. & pr.	..	\$25.00@26.75	
Steers, good	.....	23.00@24.50	
Heifers, ch. & pr.	..	24.00@25.00	
Cows, util. & com'l.	..	13.50@15.00	
Cows, can. & cut.	..	12.00@14.50	
Bulls, util. & com'l.	..	18.00@19.75	

VEALERS: Cwt.			
Choice	.....	33.00@34.00	
Good & choice	.....	27.50@33.00	
Stand. & good	.....	25.00@27.00	

BARROWS & GILTS: Cwt.			
U.S. No. 1,	200/220	16.90@17.00	
U.S. No. 1,	220/240	none qtd.	
U.S. No. 3,	200/220	16.25@16.35	
U.S. No. 3,	220/240	16.00@16.35	
U.S. No. 3,	240/270	15.75@16.00	
U.S. No. 1-2,	180/200	16.75@17.00	
U.S. No. 1-2,	200/220	16.75@17.00	
U.S. No. 1-2,	220/240	16.50@16.85	
U.S. No. 2-3,	200/220	16.25@16.50	
U.S. No. 2-3,	220/240	16.25@16.50	
U.S. No. 2-3,	240/270	15.85@16.25	
U.S. No. 2-3,	270/300	15.50@16.00	
U.S. No. 1-3,	180/200	16.50@16.75	
U.S. No. 1-3,	200/220	16.50@16.75	
U.S. No. 1-3,	220/240	16.50@16.75	
U.S. No. 1-3,	240/270	15.85@16.50	

SOWS, U.S. No. 1-3:			
270/330 lbs.	.....	14.75@15.25	
330/400 lbs.	.....	14.00@15.00	
400/550 lbs.	.....	13.50@14.25	

LAMBS: Cwt.			
Choice & prime	....	16.00@17.50	
Good & choice	....	14.00@15.00	

LIVESTOCK PRICES AT KANSAS CITY

Livestock prices at Kansas City, Monday, Nov. 20 were as follows:

CATTLE: Cwt.			
Steers, choice	....	\$23.00@26.25	
Steers, good	.....	23.00@24.75	
Heifers, gd. & ch.	..	21.75@24.75	
Cows, util. & com'l.	..	14.50@17.25	
Cows, can. & cut.	..	12.50@15.25	
Bulls, util. & com'l.	..	17.00@18.25	

VEALERS: Cwt.			
Good & choice	....	20.00@27.00	
Calves, gd. & ch.	..	19.50@23.00	

BARROWS & GILTS: Cwt.			
U.S. No. 1,	220/240	none qtd.	
U.S. No. 3,	200/220	none qtd.	
U.S. No. 3,	240/270	15.00@15.60	
U.S. No. 3,	270/300	15.00@15.60	
U.S. No. 1-2,	180/200	15.75@16.00	
U.S. No. 1-2,	200/220	16.00@16.25	
U.S. No. 1-2,	220/240	15.85@16.25	
U.S. No. 2-3,	200/220	15.75@16.00	
U.S. No. 2-3,	220/240	15.50@15.75	
U.S. No. 2-3,	240/270	15.25@15.75	
U.S. No. 2-3,	270/300	15.00@15.50	
U.S. No. 1-3,	180/200	15.75@16.00	
U.S. No. 1-3,	200/220	15.75@16.00	
U.S. No. 1-3,	220/240	15.60@16.00	
U.S. No. 1-3,	240/270	15.35@15.85	

SOWS, U.S. No. 1-3:			
270/330 lbs.	.....	14.50@15.25	
330/400 lbs.	.....	14.00@14.75	
400/550 lbs.	.....	13.25@14.25	

LAMBS: Cwt.			
Choice & prime	....	15.50@16.50	
Good & choice	....	14.50@15.50	

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Monday, Nov. 20 were as follows:

CATTLE: Cwt.			
Steers, gd. & ch.	..	\$23.50@26.00	
Steers, util. & std.	..	21.00@23.50	
Heifers, gd. & ch.	..	23.00@25.00	
Cows, cut. & util.	..	12.50@16.00	
Cows, canner	....	10.00@13.00	
Bulls, util. & com'l.	..	17.00@18.50	

VEALERS: Cwt.			
Choice	.....	34.00	
Good and choice	.....	28.00@34.00	
Calves, stand. & gd.	..	18.00@22.00	

BARROWS & GILTS: Cwt.			
U.S. No. 1,	190/220	17.00	
U.S. No. 1-3,	190/220	16.50@16.75	
U.S. No. 2-3,	225/240	16.25@16.50	
U.S. No. 2-3,	240/250	15.75@16.25	

SOWS, U.S. No. 2-3:			
300/400 lbs.	.....	13.50@14.00	
400/550 lbs.	.....	12.75@13.25	

LAMBS: Cwt.			
Choice & prime	....	16.00@17.50	
Good	.....	14.00@15.50	

STOCKER-FEEDER MOVEMENT OF CATTLE, SHEEP

Stocker and feeder cattle and sheep received in several north central states in September, 1961-60, as reported by the U. S. Department of Agriculture.

CATTLE AND CALVES			
	P.S. Yards September	Direct September	Totals July-Sept.
Ohio	1960 12,373	1961 10,470	7,036 3,364 33,263
Indiana	23,476	12,751	44,551 22,893 131,508
Illinois	49,414	37,775	101,700 72,936 286,028
Michigan	8,285	5,423	6,164 4,547 23,904
Minnesota	23,940	22,711	74,665 56,951 161,736
Iowa	122,714	118,254	183,766 185,127 520,786
So. Dakota	8,777	16,073	9,301 18,294 43,279
Nebraska	40,113	34,551	66,528 105,497 219,034
Totals	289,092	258,008	493,711 469,609 1,419,548

Totals: September, 1960—782,803; September, 1961—727,617.

SHEEP AND LAMBS			
	P.S. Yards September	Direct September	Totals July-Sept.
Ohio	3,814	7,475	12,884 17,467 30,655
Indiana	2,818	583	12,420 12,134 31,301
Illinois	21,876	18,623	43,658 93,036 160,810
Michigan	455	351	4,711 6,519 10,421
Minnesota	26,612	22,646	70,282 60,618 161,201
Iowa	50,100	45,588	236,501 210,087 570,049
So. Dakota	12,992	21,762	22,972 14,694 82,980
Nebraska	51,743	19,096	148,935 84,046 338,714
Totals	170,310	136,124	551,833 498,792 1,396,131

Totals: September, 1960—722,173; September, 1961—634,916.

Data in this report are obtained from offices of state veterinarians. Under "Public Stockyards" are included stockers and feeders which were bought at stockyards. Under "Direct" are included stockers and feeders from points other than public stockyards, some of which are inspected at public stockyards while stopping for feed, water, and rest en route.

LIVESTOCK PRICES AT 10 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 10 leading markets in Canada during the week ended November 11, compared with same week in 1960, as reported to the PROVISIONER by the Canada Department of Agriculture:

	GOOD STEERS		VEAL CALVES		HOGS		LAMBS	
	1960	1961	1960	1961	1960	1961	1960	1961
Calgary	\$20.85	\$22.15	\$18.80	\$20.00	\$22.70	\$22.50	\$16.25	\$16.25
Lethbridge	20.75	22.30	18.25	21.25	22.80	22.22	16.00	16.00
Edmonton	20.30	21.75	19.00	21.75	22.75	22.35	16.25	16.10
Regina	20.50	21.60	20.75	23.25	22.25	22.75	15.80	15.80
Moose Jaw	20.75	21.75	18.50	22.00	22.20	22.24	15.75	15.75
Saskatoon	21.10	22.00	20.00	24.00	22.80	22.50	15.75	15.75
Pr. Albert	20.75	21.60	20.50	21.25	21.50	22.25	15.10	15.10
Winnipeg	21.78	22.52	20.40	29.55	23.25	23.41	16.75	17.00
Toronto	22.75	23.66	32.50	29.61	25.10	26.35	20.37	19.61
Montreal	22.75	22.65	28.20	30.50	25.78	26.53	19.45	19.45

SOUTHERN LIVESTOCK RECEIPTS

Receipts at six packing plant stockyards located in Albany, Columbus, Moultrie, Thomasville, Ga., Dothan, Ala., and Jacksonville, Fla., week ended Nov. 18:

The Meat Trail...

Stephen Elected President Of Arbogast & Bastian, Inc.

JOHN G. STEPHEN, former vice president and treasurer, was elected president and WALTER S. BASTIAN was elected to the newly-created position of chairman of the board at the annual meeting of Arbogast & Bastian, Inc., Allentown, Pa. The board also elected KENNETH R. TINSLEY, a director and office manager, to fill Stephen's former position as treasurer.



J. G. STEPHEN

DONALD BRANNAN, assistant to the vice president in charge of livestock procurement and distribution, was elected to his first term as a director. He fills the vacancy created by the retirement of PERRY M. RAHN, who has since passed away.

Officers re-elected are HOWARD H. WHITE, vice president, and RAY W. BIONDI, secretary. Directors re-elected are Bastian, Stephen, W. CLEM ZINCK, LOUIS W. MAINS, JAMES A. BURDETTE and ROBERT L. FEELY, in addition to both White and Biondi.

JOBS

DAVID V. WHITLEY has been elected vice president of Libby, McNeill & Libby, Chicago, and will be general manager and marketing officer of the company's frozen foods division, succeeding vice president HARVEY R. MATHIS, who has been named general manager and marketing officer of the firm's eastern division.

EDWARD C. LANG, eastern division sales manager for Krey Packing Co., St. Louis, has been appointed national field sales manager for the company. Lang, who has been with Krey for the past six years, has been suc-

"GIVE Meat for Christmas" theme of National Live Stock and Meat Board's holiday campaign is effectively carried through in colorful promotion material. Carola Lilly, NP editorial staff member, displays bumper stickers, meat gift certificates, promotion handbook and other material distributed by NLSMB for holidays.



ceeded as eastern division sales manager by WILLIAM C. EDMONDS. In his new position, Lang will remain in Cleveland, O.

JOHN L. HEID, vice president of Stark, Wetzel & Co., Inc., Indianapolis, has been appointed general manager of the company, announced GENE TURNER, executive vice president. Heid joined Stark, Wetzel in 1947 as a salesman and was named assistant sales manager in 1953. He was promoted to the position of provision manager in charge of all pork operations in 1953 and elected a vice president and director in 1958. He was elected president of Hoosier Livestock Co., a subsidiary of Stark, Wetzel, in 1959.



J. L. HEID

The appointment of DALE H. SCHAMBER as northern California district manager for the Flavor-Sealed division of Geo. A. Hormel & Co., Austin, Minn., and the retirement of WILLIAM R. HAWKINGS as manager of the West Coast Flavor-Sealed division have been announced by R. D. ARNEY, Hormel vice president. Both are effective

January 1. Schamber joined Hormel in 1938 and has held various positions in the production, sales and marketing divisions of the company. Hawkings has been with Hormel since 1927 and served as San Francisco district manager and temporary district manager of the New England district before he was named western division manager in 1944. During 1942 and 1943, he served as senior industrial advisor of the War Production Board.

PLANTS

Sale of the Fort Dodge Packing Co., Inc., Fort Dodge, Ia., to Iowa Beef Packers, Inc., Denison, Ia., will take effect February 5, 1962. The new acquisition will be known as the Fort Dodge division of Iowa Beef and is expected to expand operations and increase its personnel, which now numbers 60 employees.

Burns & Co., Ltd., Calgary, Alta., is changing its method of operation at its Vancouver plant by shutting down the slaughtering and processing departments and operating the plant as a branch house. R. S. MUNN, Burns president, said the change, which will take effect December 8, was necessary due to the losses that have been suffered at the plant during the past years. Under the new arrangement, product will be shipped from the

LARGE GROUP from NIMPA member companies attended the sausage makers workshop staged by the National Independent Meat Packers Association and International Business Machines Corporation in Atlanta the day before the meeting of the association's southern division (see the NP of November 11). Sausage consultant Emerson D. Moran and W. A. Clithero, IBM representative, were in charge.



firm's Edmonton and Calgary plants to supply the requirements of Vancouver customers. About 300 employees will be affected by the change.

Peet Packing Co., Saginaw, Mich., has opened a new branch house, its seventh, in Portage, Mich., to serve the southwestern Michigan area. THOMAS McALPINE, who has been named branch manager, said the new branch will employ about five persons initially and that he expects to enlarge the staff in the near future.

The new \$500,000 Lethbridge, Alta., plant of Canadian Dressed Meats, Toronto, Ont., is nearing completion and is expected to be in operation in another month. The plant is waiting for the delivery of equipment from overseas before it can start operations. At the beginning, the plant will slaughter only cattle, but it has been designed to accommodate a hog killing unit. It will initially employ about 35 persons.

The possibility of financing and constructing a meat packing plant for the northwestern Wisconsin area was discussed at a recent meeting in Hayward, Wis., attended by interested area businessmen. Details were given as to the availability of livestock, marketing potentials, future development plans, plant costs and operation, and organization and financing of the proposed project.

TRAILMARKS

JOSEPH H. WEEDA, a divisional superintendent at the Sioux Falls, S.D., plant of John Morrell & Co., Chicago, retired after more than 39 years of service with the firm. He joined Morrell in 1922 at the Sioux Falls icing department and was named a superintendent in 1953.

The board of directors of the National Livestock Feeders Association has announced the appointment of B. H. JONES as associate secretary-treasurer. Jones, who will headquarter in Chicago, formerly was manager of research and agricultural relations for the Union Stock Yard and Transit Co. of Chicago.

The state of New York has granted charters of incorporation to the following meat industry firms: Cortina Brand Sausage, Inc., Buffalo; Morris Park Meats, Inc., Bronx, and Supreme Industrial Catering Corp., Plainview, Long Island.

Gerber Products Co., baby food manufacturer, has introduced "Meat Sticks," a new "finger food" for babies. The new product is made from Armour and Company meat cuts and combines lean pork, beef,

non-fat dry milk and mild seasoning. A recent article in *Baby Food Bulletin* explains: "Babies do go for meat and extensive consumer testing showed that this new type of meat, in easy-to-handle form, appealed to older babies and their mothers. Mothers stressed that Meat Sticks were a logical way to encourage self-feeding and, at the same time, give baby the nutritional benefits of meat."

The Western States Meat Packers Association reports that exhibit space for its annual convention, to be held February 20-23 in San Francisco, is being sold at a favorable pace. Between one-third and one-half of the booths already have been reserved, the association announced.

LOUIS E. WAXMAN, president of Colonial Beef Co., Philadelphia, and JOSEPH SWITKIN, Philadelphia meat wholesaler, were re-elected as secretary-treasurer and a director, respectively, of the Golden Slipper Square Club Camp, a charitable institution for children.

Sparks and Company, hog buying organization, opened for business on Monday, November 20, at National Stock Yards, East St. Louis, Ill.

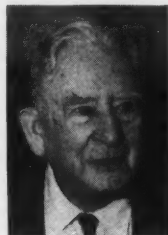
Selection of a new Oregon state veterinarian has been slowed by a greater-than-anticipated interest in this position, which it now appears will not be filled until early January, the Oregon State Department of Agriculture announced. The vacancy was created by the resignation of Dr. L. E. BODENWEISER, who left the position to become director of the Sheep Sanitary Board of New Mexico.

Pending selection of the state veterinarian, duties of the office have been divided between Dr. M. R. WOLFE, disease control, and Dr. M. L. Hous-ton, meat inspection.

A recent issue of *Time* magazine contains an article on WILLIAM WOOD PRINCE, board chairman, Armour and Company, Chicago, and the firm's method of shipping liquefied methane gas by water transport.

DEATHS

FELIX GEHRMANN, 90, vice president and secretary of Reliable Packing Co., Chicago, passed away November 16. Gehrmann, one of the founders of the Chicago meat packing firm, started his industry career as a messenger boy in the Chicago Union Stockyards in 1885. He and the



F. GEHRMANN

late EARL L. THOMPSON, father of Reliable's current president, JOHN E. THOMPSON, founded the firm in 1922. At the 1960 annual meeting of the American Meat Institute, Gehrmann received the AMI's 75-year industry service pin.

MATTHEW I. BURNACH, 66, former owner of the Burnach Packing Co., Warren, O., passed away recently. He had owned and operated the meat packing firm from 1940 until 1953, when it was sold to ANDY METOVICH. Surviving are one daughter and two step-sons.



TRIO of champions, grand champion steer, fat lamb and fat barrow of 1961 American Royal Livestock & Horse Show, held recently at Kansas City, was purchased by Eddie Williams (second from left), president of Williams Meat Co., Kansas City. Grand champion steer, a 1,010-lb. Angus named "Mayday II," brought \$5.10 per pound for its owner, Judy Vining (holding leader).

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USDA Publishes Revised Meat Purchase Specs

Several revised publications dealing with "Institutional Meat Purchase Specifications," and "The General Requirements," a bulletin containing instructions for using the specifications, have been issued by the U. S. Department of Agriculture. The new editions include:

Institutional Meat Purchase Specifications—General Requirements for Use Under USDA Acceptance Service.

Institutional Meat Purchase Specifications for Fresh Beef—Series 100.

Institutional Meat Purchase Specifications for Fresh Lamb and Mutton—Series 200.

Institutional Meat Purchase Specifications for Fresh Veal and Calf—Series 300.

Institutional Meat Purchase Specifications for Fresh Pork—Series 400.

These specifications and the general requirements for using them were issued in tentative form in August, 1959, and in permanent form, October, 1960. The revised editions contain changes and amendments suggested by meat suppliers, institutional meat buyers and others who have used the specifications for the past two years.

The specifications are for use in

connection with an acceptance service conducted by the USDA's meat grading system. Under this service, which is available to institutional purchasers of meat, the buyers use the institutional meat purchase specifications as the basis for contracts with suppliers. Items offered by successful bidders to fill the contracts are then examined by federal meat graders for compliance.

The revised publications are not being distributed by the USDA, but are for sale through the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Each is priced at 5¢, except the edition for fresh beef, which is 15¢. When any one pamphlet is ordered in quantities of 100 or more, the price of the booklets is discounted by 25 per cent.

Additional specifications for frozen, cured and portion-control meats will be issued later, the USDA says.

NHA Chief Raps Branding; Meeting on Brands Set

Losses to the hide and leather and meat packing industries from the practice of multiple branding have become more costly and run into millions of dollars annually, John K. Minnoch, executive director of the National Hide Association, declared in announcing plans for a meeting on

branding, scheduled for Tuesday, November 28, in Chicago.

"Cattle branding has become more prevalent in recent years because of the greater movement of cattle onto feedlots and from one feedlot to another," he pointed out. "It was bad enough to have cattle bearing a single brand, but now we have to contend with multiple branding."

On the other hand, cattlemen, through numerous trade organizations, have contended that branding is the only satisfactory means of identifying cattle.

Representatives of several trade associations and humane and anti-cruelty societies will join those from the meat packing, hide and leather, rendering and allied industries in presenting the pros and cons of cattle branding at the meeting. M. R. Clarkson, acting administrator, Agricultural Research Service, U.S. Department of Agriculture, is expected to be present as a representative of the federal government.

According to the NHA, the meeting may provide the opportunity for initiation of a campaign to obtain support for federal laws against cattle branding along lines similar to those which finally resulted in precision stunning of cattle. (State laws regulate branding in a number of instances, and in some states brands are registered.)

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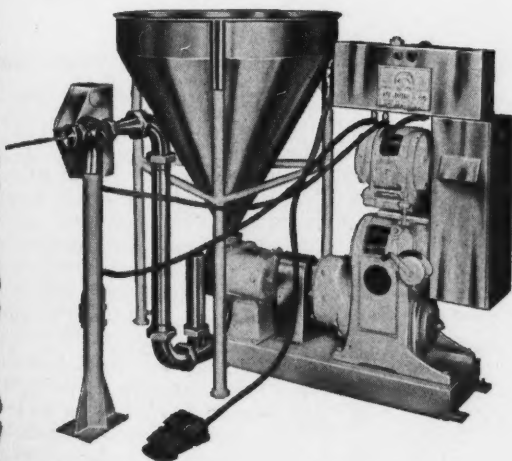
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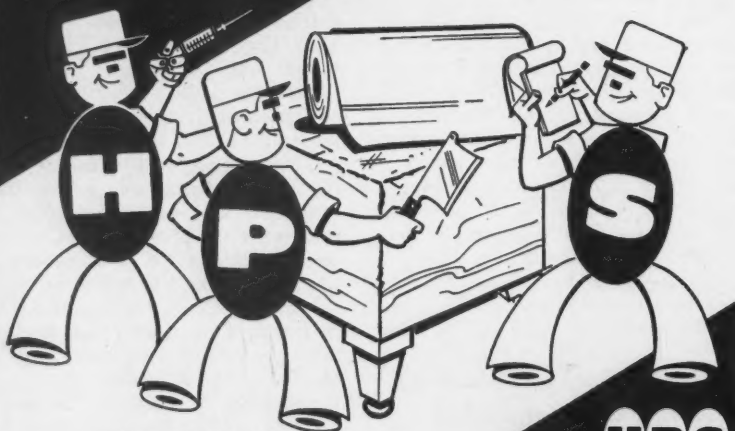
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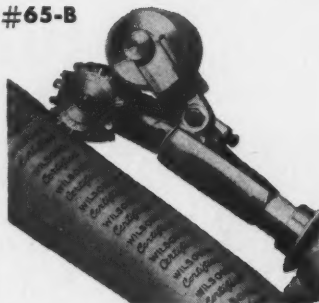
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Blanket USDA Inspection? No, Say WSMMPA Members

All members of the Western States Meat Packers Association who have indicated their views to WSMMPA headquarters are opposed to the proposal to put virtually all packers and processors under federal meat inspection, the association disclosed this week. The U.S. Department of Agriculture announced recently that it may ask Congress for such action.

Some of the reasons WSMMPA members, both state-inspected and federally inspected packers, gave for opposing the proposal, the association said, are:

"1. It is an undesirable extension of federal power. If federal regulation becomes intolerable, the industry should have the alternative of changing to state or local inspection.

"2. Federal inspection has already unduly spread its control to regulate the proportions of wholesome ingredients that go into processed products. Federal control should be limited to those activities that assure the public of obtaining meat and meat products that are sanitary and free of disease.

"3. State and local inspection is rapidly improving. A number of states and municipalities already have effective inspection. Meat packing associations and individual packers assisted by other segments of the livestock and meat industry are constantly working to bring about fully adequate inspection in all states.

"4. A law putting all packers under federal inspection would undoubtedly force many small packers to go out of business due to the higher cost of federal construction and equipment requirements."

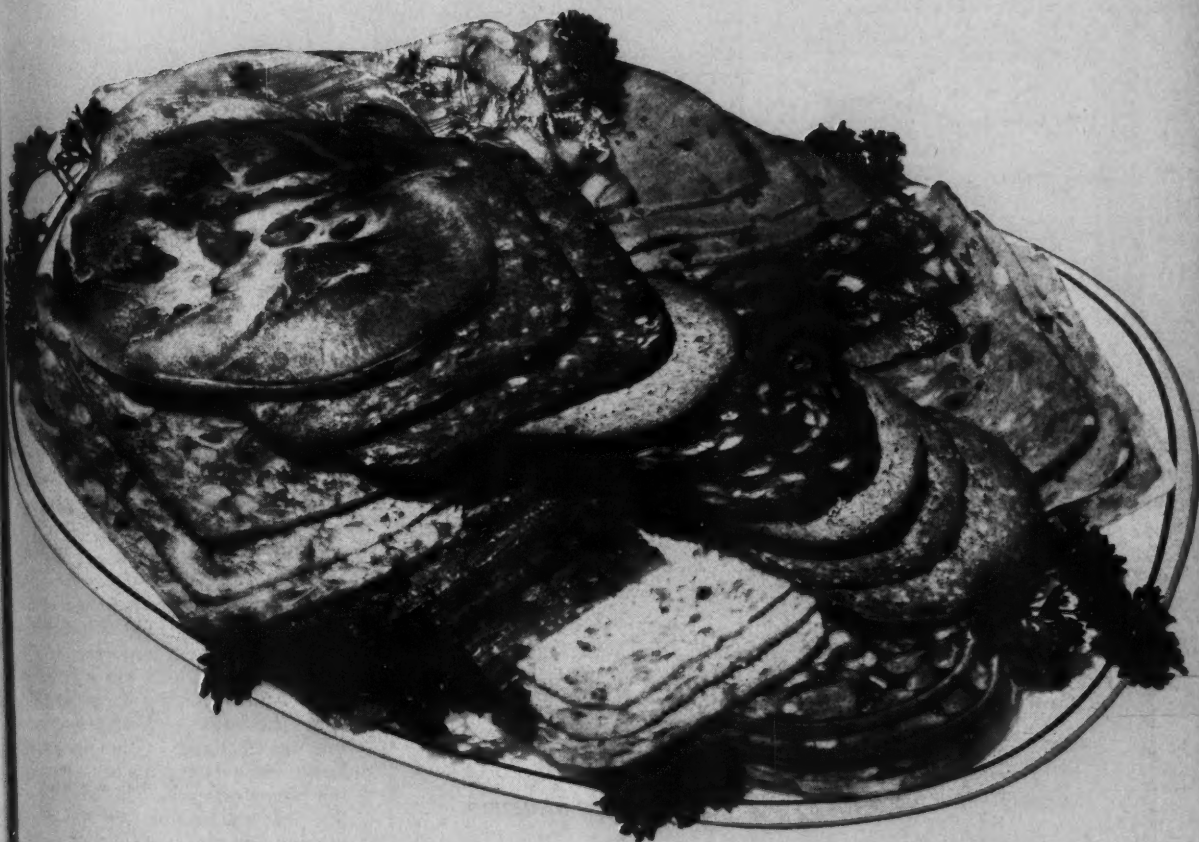
Meat of Future May Lack Secret Ingredient—Meat!

Among the many foods of the future being developed by food technologists are simulated meat, poultry and fish resulting from the "spinning" of vegetable proteins (such as those derived from soybeans) into fibers and their incorporation with binders, fats, colors, flavors and nutrients into ready-to-eat products. Dr. Harold W. Schultz, president of the Institute of Food Technologists, told scientists at a recent meeting of the American Public Health Association in Detroit.

The foods of the future will still be "convenience foods," he predicted, but the food technologists will build even greater nutritive values and desirability into them through scientific studies of structural, chem-

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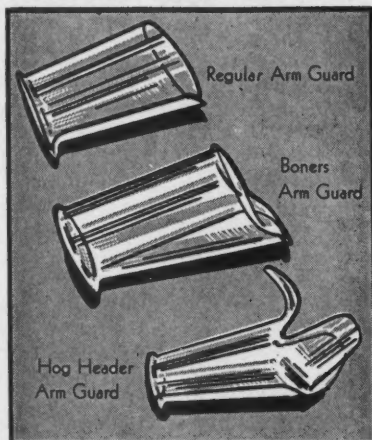
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ical and bacteriological aspects of foods and through application of engineering skills and food processing techniques. Simulated meat, for example, will come in many new forms and at a lower cost than the original.

Despite no appreciable increase in the number of basic foodstuffs in recent years, there are about 6,000 food items in today's supermarkets—four times the number available 20 years ago. Nearly one-half of the food products that will be in the supermarkets of 1970 are now in the development stage, he said.

According to Dr. Schultz, who is head of the department of food and dairy technology at Oregon State University, Corvallis, beef and pork tenderized by injections of enzymes at slaughter will be preferred by the particular shopper of the future and there will be a greater variety of pre-cooked poultry in convenience packs. In addition, freeze-dried foods will probably be on all shopping lists.

Food technologists are developing a long list of special-purpose foods to fit the needs of infants, infirm persons and individuals with special dietary requirements.

USDA Sees Big Increase In Use of Fats in Feeds

The use of fats in mixed feeds could increase to 1,400,000,000 lbs. a year in the next decade, according to a report, entitled "Fats Added to Feeds—An Economic Analysis," issued by the U. S. Department of Agriculture. The present use of fats in feeds is about 500,000,000 lbs. a year, the booklet reports.

The fats and oils industry needs new outlets for its large supplies since the volume used in soapmaking has declined as the production of synthetic detergents has increased, the report observes. The largest single new market for fats and oils is in animal feeds.

According to feed manufacturers, the use of fats in feeds will rise because fat increases feed efficiency; reduces dustiness; makes feed easier to handle; increases palatability; reduces wear on handling, mixing and other machinery; aids in homogenizing and stabilizing the mixture of fine-particle feed additives; supplies an added growth factor and gives feed a better appearance.

The report bases its estimate of the increased use of fats and oils in feeds on several trends, including expanding production of livestock and poultry; wider use of high-protein, high-energy rations, and growing supplies of tallow and grease at relatively stable prices.

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FOR SALE: From Bankruptcy. Used air conditioned smokehouse. Nationally known smokehouse fully equipped including stainless steel cabinet and gas fired conditioning equipment. Capacity of eight cages 7'6" rail. In operation less than a year. Ready for immediate use. Factory engineers available for removal and installation. Priced low for immediate sale. FS-527, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: Globe-Fee fully automatic filler for chilled lard, shortening, etc. for round cardboard or tin cans. 1 1/2 to 5 1/2 capacity, speed 50 to 120 per minute. F.O.B. Fort Worth, Texas, \$1,600.00. Globe-Fee semi-automatic filler, lard, shortening, etc. Round or rectangular containers, 15 to 65#. F.O.B. Fort Worth, Texas, \$1,350.00. H. D. LAUGHLIN & SONS, INC., 3522 N. Grove St., Fort Worth, Texas, MA 4-7211

PNEUMATIC "AIRLIFT" Conveying units. "Air-Conveys" all shredded packing house offal. Replace screw conveyors with small pipe lines. Eliminate 95% conveyor maintenance and repairs. Capacity of one to 50 tons/hr up to 1000 feet. NOLDER COMPANY, Box 14, Corona Del Mar, California

FOR SALE: 1—model S, 73" Fleshing machine made by Turner Tanning Machinery Co. In perfect condition. Also 1—Boss #37 Shredder #C-1335 including motor and fluid coupling. In fair condition. Make offer. FS-508, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

LARD LINER PARCHMENT: Original cases. Perfect. National brand. 16" diam. rolls. Widths of 10 1/2", 15 1/2", 16 1/2", 32 lb. basis. Considerable quantity. 20¢ lb. delivered. DISCOUNT SALES, 400 South 14th St., Birmingham, Ala.

ONE YEAR OLD: Kramer-Grebe CUTMIX. New condition. all electric starters, switches, etc. Firm price \$4,000.00 F.O.B. Miami, Florida. SUNSHINE STEAK SALES, 6950 N. W. 36th Ave., Miami, Florida

BARLIANT & CO.

Current General Offerings

3536—TY-PEELER: mdl. 500, w/stainless steel collecting Tank\$2,350.00
3099—PAK-ICER: Vilter 3 1/2 ton complete, stainless steel lined compartment, good cond.\$1,050.00
3380—BACON PRESS: Anco mdl. 800\$2,500.00
3417—PORK-CUT SKINNER: Townsend #27, reconditioned\$650.00
3410—STUFFER: Buffalo 500#\$1,250.00
3490—TRACK SCALE: Toledo mdl. #2250, 800# cap., 500# x 1/2" dial, 100# tare, 200# capacity beams, 4' rail, rebuilt\$750.00
3491—TRACK SCALE: Toledo "One-Spot," 1000# x 1 1/2" dial, 200# tare beams, 400# cap. beams, 6' rail, Factory #701-0-015, rebuilt\$750.00
3109—PATYMAKERS: Hollymatic mdl. 54, complete w/die\$575.00
3411—CASING APPLIERS: (2) Buffalo.....ea. \$175.00
3481—EXTRACTOR: American Mach. & Metals, stainless steel, 30" dia. x 18" deep basket\$850.00
3506—BAND SAW: Biro mdl. #33, 1 1/2 HP, mtr., stainless steel top table\$375.00
3505—STUFFER: Buffalo #3, 300# cap.\$850.00
3534—TANKS: (4) stainless steel, 46" wide x 74" long x 27" deep, 2" drain and valve bottom one end, 2" plugs middle each side, 20 1/4" from bottom to center, galv. angle frame and rolled top edgeea. \$375.00
3535—KETTLE: Parker, gas fired, 25 1/2" dia. x 21" deep, sloping bottom to drain 26" deep, stainless lined w/stainless hinged coverrebuilt \$700.00
3480—WASHER: American Cascade, stainless steel, 42" x 84", 1 HP.\$850.00
3422—CRUSHER: Diamond type 145, excellent condition\$3,000.00
3398—SILENT CUTTER: Buffalo #70-B, 800#, 75 HP. TE motor\$2,000.00
3332—LOAF OVEN: Globe #289-3, 96 loaf, gas fired, reel type, galvanized\$875.00
3322—CHOP-CUT: Boss 350#, good cond.\$4,500.00
3308—SLICER: Anco #832, hydraulic, w/vacuum pump, elec. head, oil thermostat, 3 HP. \$2,500.00
3309—SLICERS: (2) U.S. mdl. 1705Sea. \$4,500.00
3214—STITCHER: Inland Top and Bottom\$150.00
3211—BAND SAW: Jim Vaughan mdl. J, left hand, stainless moving top table\$300.00
3210—BAND SAW: Jones-Superior mdl. 10, 3 HP.\$475.00
3204—HOG: Mitts & Merrill #12CRB, 25 HP. \$625.00
3414—SEALERS: (2) Gr. Lakes mdl. CS17 ea. \$125.00
3502—INJECT-O-CURE: Globe #7660, hydraulic, type X-8388, 52 needles\$2,250.00
2596—HOIST: elec. C. M. Comet, 1/4 ton\$125.00

NOW IN PROGRESS

LIQUIDATION SALE

AMERICAN PACKING COMPANY

3858 GARFIELD ST., ST. LOUIS, MO.

Many attractive offerings remain and all are low priced for quick sale. For additional details—Write—Wire or Phone.

Now in Stock—New B.A.I. STEEL LOCKERS, 15" wide, 18" deep, 60" high, with sloping top, seat brackets, 14" high legs, padlock attachment. single row-three wide per opening \$18.75, F.O.B. Chicago.

NOTE

All items subject to prior sale and confirmation

- New, Used & Rebuilt Equipment
- Liquidators and Appraisers

WRITE FOR FULL PARTICULARS

625 N. Kedzie Ave., Chicago 12, Ill.

SACramento 2-3800

BARLIANT'S

WEEKLY SPECIALS

CLASSIFIED ADVERTISING

[Continued from page 35]

POSITION WANTED

FOOD TECHNOLOGIST-CHEMIST: (39) desires position of responsibility with authority at top management level, with progressive medium size company. Extensive experience in laboratory organization and quality control operations as well as extensive knowledge in latest developments in sausage and cured meats operations. Free to relocate. Salary \$17,000 per year. W-528, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER: 25 years' successful experience in management of all phases of multiple B.A.I. packinghouse operations, including live stock procurement, plant operations, sales management, merchandising, administration, labor and public relations, cost controls, budgeting, etc. Capable of taking complete charge or fitting into management team. Confident an interview will convince I can produce profitable results. Age 48. Will relocate. W-513, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE FOREMAN-SUPERINTENDENT (German): With master certificate. Over 14 years' experience in all kinds of sausage and smoked meats processing, packaging, costs, yields, formulas, etc. Also boiled and canned ham preparation and boning. Desire position with aggressive company. W-559, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MR. EMPLOYER: Top graduates with livestock and excellent work backgrounds available for Chicago or elsewhere. No charge to you or student. Write: NATIONAL INSTITUTE OF MEAT PACKING, 426 Livestock Exchange Bldg., U.S. Yards, Chicago 9, Ill.

WHAT CAN YOU OFFER? Tired of it all! Sausage superintendent with over 20 years' experience wants change. Would like to work as manufacturer's representative or salesman. W-545, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT MANAGER: Killing floor, procurement of livestock, country, sales barns, stockyards buyins. W-511, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CATTLE BUYER: 18 years' experience, direct and terminal Chicago on all grades. Willing to relocate. W-530, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CURING FOREMAN: 25 years' experience in curing and smoking meats. W-542, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MR. SMALL PACKER: Overloaded, got complications, need actual help, new life? An level operations, technical or liaison. Write Box W-543, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: 48 years of age. Can take complete charge of sausage and smoked meats. Large or small operation. W-544, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

WANTED-A RESIDENT OF OMAHA, NEBRASKA, AREA

Man with experience in beef and pork to act as a buyer of beef offal and pork cuts. Position requires some travelling throughout area. Excellent opportunity for right man. Write stating age and experience. Replies will be held in strict confidence.

W-532, THE NATIONAL PROVISIONER
15 W. Huron St., Chicago 10, Ill.

HOG CASING MAN

UNUSUAL POSITION: Available with top international casing firm for a qualified young man familiar with hog casing operations—both pulling and cleaning. Position offers attractive benefits and desirable midwest location. Send in strict confidence, your complete resume including: age, experience and salary requirements. W-546, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

INDUSTRIAL ENGINEER

EXPERIENCED MAN: Wanted to inaugurate and maintain an industrial engineering program. Must be able to keep abreast of latest developments in processing industry and work closely with management to maintain competitive position by keeping our two plants modernized. A good position and challenge to an aggressive young man. W-516, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

SALESMAN

A CHALLENGING POSITION: For an aggressive casing salesman. We are manufacturers of a NEW artificial sausage casing to be distributed in the U. S. and Canada. The man we seek should have experience in selling casings and/or allied products to sausage factories. Exceptionally good income guaranteed. Replies will be kept confidential. If you are interested, write with full particulars to Box W-535, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN WANTED: Manufacturer of government inspected smoked meats and provisions, wants a man to cover New Jersey territory. Must have experience selling to wholesalers and restaurant supply houses. Please state qualifications. All replies held in strict confidence. W-533, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXCELLENT: Job opportunity for qualified industrial engineer in meat processing plant located in comfortable southern California. Applicant must be skilled in plant layout, time standards and modern mechanizing principles. Please contact Box W-534, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

RENDERING FOREMAN: Wanted for small rendering plant in middle west. Applications handled confidential. Reply to Box W-520, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HOG KILL & CUT SUPERVISOR: Wanted by Ohio packer. Ability to train on various jobs required. Write briefly in confidence to Box W-452, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

CANNING SUPERVISOR: Must have experience in curing, breaking hams, placement in cooking and working knowledge of canning equipment. Operation is non-sterile meat. Excellent opportunity. Contact G. W. Blevens, Hoefler Packing Co. Inc., 13th & N. Elm St., Muncie, Indiana

RARE OPPORTUNITY: For superintendent familiar with hog slaughter, pork cutting, curing, smoking, also familiarity with processing various kitchen products. Salary plus liberal participation in earnings. Not interested unless skilled man have desire to improve your financial position. Located eastern seaboard. W-536, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

HOG KILL SUPERVISOR: For leading independent. Ability to train and supervise of prime importance. Give experience and salary requirements in first letter. W-519, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WORKING MANAGER: To buy interest in rendering plant. Midwest area. Good tonnage. Age, experience, references. Box W-531, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Aggressive young salesman to sell spices, seasonings and cures in western states. Opportunity for man with experience selling to meat packers to acquire interest in business. Reply in confidence to Box W-522, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED MANAGER: For full line rendering plant, doing good business. Salary plus percentage of profits. Will sell part interest in business to right man. Owners not active. Write to Box W-524, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ASSISTANT SUPERINTENDENT: Independent meat packer, New York area, experienced in curing, smoking and processing. Good opportunity and salary for right man. Submit complete resume in confidence. Box W-506, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

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